

BWS

THE NATIONAL Provisioner

MARCH 22, 1958

ding Publication in the Meat Packing and Allied Industries Since 1891

*Venture
into
Space*

44th
Anniversary



No modern spacemen, probing the mysteries of outer space, could have a more daring assignment than that which the newly-launched Oppenheimer Casing Company charted for itself 44 years ago. It was our ambition to be not a satellite, but a bright and shining planet in the vast universe known as Business; to obey the solid truths on which all progress is based, yet be creative and original in the conduct of our affairs. It was truly a "venture into space"; yet we have fared well, and we are grateful for the loyalty and friendship of those who helped make our venture successful.

OPPENHEIMER CASING CO.

President

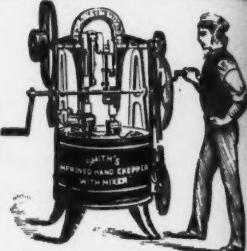
CHICAGO • NEW YORK • SAN FRANCISCO • LOS ANGELES • TORONTO
LONDON • HAMBURG • EDINBURGH
WELLINGTON • SYDNEY • MELBOURNE • BUENOS AIRES

90

SMITH'S BUFFALO SAUSAGE HOPPERS.

Known by the leading Packers and Sausage Makers ALL OVER THE WORLD as the best and most economical saving, simplest and most reliable. Sent on trial.

Seven sizes.
JOHN E. SMITH & SONS CO.,
BUFFALO, N. Y., U. S. A.



An advertisement of John E. Smith and Sons published in 1895 in the Directory and Hand-Book of the Meat and Provision Trades and their Allied Industries for the United States and Canada.

Reproduced by courtesy of The National Provisioner

OUR 90th YEAR OF SERVICE TO SAUSAGE MAKERS

On this our 90th anniversary, we would like to pause for just a moment to express our sincere thanks to the thousands of persons and companies who have shown their confidence in us over the years by buying and using Buffalo equipment.

We like to believe that this 90 year record of continuous service to the sausage industry is a reflection of our sincere efforts to supply you with the finest sausage machinery and the best possible service at all times.

It has been our good fortune down through the years that virtually all of our customers have become our very good friends.



Buffalo

The NAME that means the MOST in SAUSAGE MACHINERY

**JOHN E. SMITH'S SONS CO.
50 Broadway, Buffalo 3, N. Y.**

Sales and Service Offices in Principal Cities



COLOR sells the consumer

Your choicest lunch meats win greater approval with added color—the bright, appetizing red of Cannon Diced Red Sweet Peppers. And no wonder, because color counts with the consumer; what attracts the eye contracts the sale. Firm, crisp Cannon Diced Red Sweet Peppers impart superior flavor to lunch meats, too. In handy No. 10 tins, they're uniformly diced, ready to use without cutting, handling, rinsing or draining. No waste or spoilage! Get colorful, delicious Cannon Diced Red Sweet Peppers—the brand leading meat packers prefer—through your regular source of supply, or write:



H. P. CANNON & SON, INC.

Main Office and Factory: Bridgeville, Delaware

Plant No. 2: Dunn, North Carolina • Marydel Division: Marydel, Delaware

CANNON DICED

RED SWEET PEPPERS

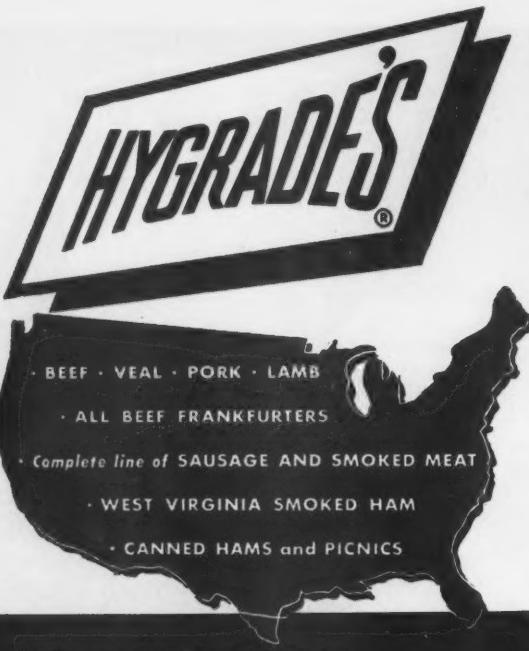
APPROX.
DRAINED WT.
5 LBS. 3 OZS.



NET WEIGHT
6 LBS. 8 OZS.

H. P. CANNON & SON, INC.
BRIDGEVILLE, DEL.

Quality Canned Foods Since 1881



Let us work with you...

INQUIRIES WELCOME AT ANY BRANCH OFFICE

HYGRADE FOOD PRODUCTS CORP.

EXECUTIVE OFFICE: 2811 Michigan Ave., Detroit 16

ATTENTION ALL FEDERAL INSPECTED PLANTS

WE will buy your edible beef fats,
S/P fats and fresh pork fats.

WE can arrange for pickups.

WE are equipped to render 2,000,000
lbs. per week.

Contact our office.

TELEPHONE REGENT 1-2255

TELETYPE—CHICAGO CG3317

CHICAGO REFINING CORP.

9101 S. Baltimore Ave., Chicago, Ill.

U. S. Inspected #1269

THE NATIONAL



Provisioner

VOLUME 138

MARCH 22, 1958

NUMBER 12

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Best-tasting CORNED BEEF you ever ate!

Best-looking CORNED BEEF you ever saw!



Sure, it's
the Cure!

Griffith's

SODIUM ASCORBATE

REGAL CURE

Griffith's REGAL CURE makes corned beef an impulse seller! Once your customers see its pink cured color, then taste its more satisfying flavor — your corned beef will sell as never before!

REGAL CURE rapidly develops and stabilizes an appetizing pink color in corned beef, internally as well as externally. It's a dry compound of Sodium Ascorbate and flash-fused PRAGUE

POWDER, famous for balanced curing. Made with or without spicing. (*Complies with B.A.I. regulations.*)

See and taste the superb qualities produced by REGAL CURE, and you'll know "dead gray" colored corned beef is doomed. Write for details and start using REGAL CURE right away.

(PATENTS APPLIED FOR)



After all is said and done...
There is really only one...

PRAGUE POWDER

MADE OR FOR USE UNDER U.S. PAT. NO.
2668770-2668771-2770548-
2770549-2770550-2770551

THE NATIONAL PROVISIONER, MARCH 22, 1958

THE *griffith* LABORATORIES, INC.

CHICAGO 9, 1415 W. 37th St.

LOS ANGELES 58, 4900 Gifford Ave. NEWARK 12, 37 Empire St.

RESULTS!

**CRACKLING PRODUCTION
NEW DUO EXPELLERS**

PLANT "A"

1720

lbs. per hour

7.8% RESIDUAL GREASE

PLANT "B"

1705

lbs. per hour

7.9% RESIDUAL GREASE



Results like these influence leading packers and renderers to select the Duo Crackling Expeller for producing cracklings! Recognized as the best method of processing by-products, Expellers are setting new production records throughout your industry. Continuous in operation, these efficient machines affect real savings in both time and money through increased production, capacity and reduced labor costs.

Such results are possible because Anderson has the experience, the technical know-how and the close cooperation of hundreds of packers and renderers. If you're going to modernize, or increase production, let Anderson help you. Write for complete details on the modern, efficient Duo Expeller.

THE V. D. ANDERSON COMPANY
Division of International Basic Economy Corporation
1965 West 96th Street • Cleveland 2, Ohio



ANDERSON

around the country with DAN

... with the smithsonian expedition



Daniels wraps are a real find to
fill all your packaging needs.
Dependable protection for your
product, proven durability, and
the smartness of design that
makes sales and more sales.



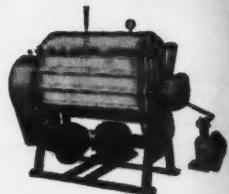
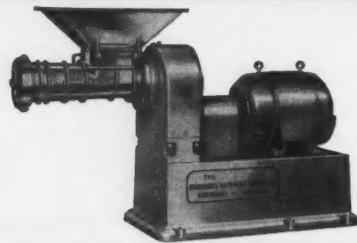
Member of
Wisconsin Paper Group for
better Pool Car Service

creators • designers
multicolor printers
of flexible packaging

there is a Daniels product to fill your needs

SALES OFFICES: Rhinelander, Wisconsin . . Chicago, Illinois . . Haverford, Pennsylvania . . Akron, Ohio . . Omaha, Nebraska . . Dallas, Texas . . Whittier, California

BOSS



MEAT MACHINES *... for the entire plant*

- Dehairers
- Tubs
- Gambreling Tables
- Hog Hoists
- Tripe Scalders
- Chop • Cut
- Cutters
- Grinders
- Mixers
- Stuffers
- Beef Hoists
- Head Splitters
- Track
- Hangers
- Conveyors
- Cookers
- Presses
- Shredders
- Hashers
- Washers
- Droppers
- Landers
- Permeators
- Trucks



5527 S



CHOP • CUT or J CHOP • CUT

"BOSS" builds the finest Chop • Cut for conventional chopping of preground meat in the coolest, fastest manner, resulting in a product of homogenous cut, superior binding qualities, and absorption of moisture. Chop • Cut is fitted with six cool

cutting double bladed knives.

"BOSS" builds the J Chop • Cut for faster cutting of unground meat. A uniformly fine textured product is produced. The J Chop • Cut is furnished with twelve J shaped adjustable safety knives.

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO

MARATHON



MARATHON
hi fi

Marathon Hi-Fi is the most startling development I've seen in the food packaging industry in the last decade.

I've watched as this amazing new process developed here in Menasha and, believe me, food couldn't possibly go to market in a more glamorous carrier than a Marathon Hi-Fi package.

It's easy to distinguish brand name and product in a Hi-Fi package. That means it's easier for shoppers to pick it up.

I have never been as excited about a packaging development.

Eugene V. Krueger

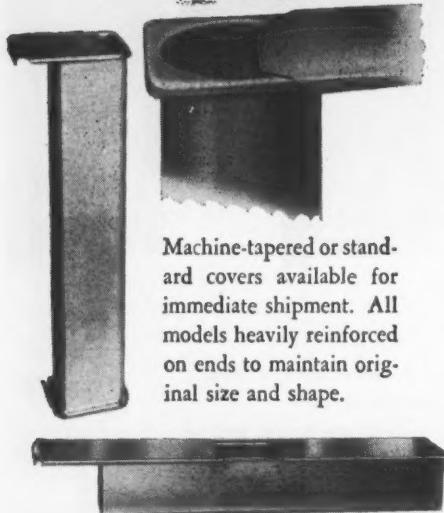
Eugene V. Krueger
Manager, Meat and Vegetable Oil
Packaging Sales

MARATHON  PACKAGES

Sell Brands • Protect Products • Speed Production

*Two winners from
Ottumwa, Iowa!
Carol Morris,
Miss Universe, 1957,
presents
Winger spring-type
mold.*

*Two Firsts
in the
Field!*



Machine-tapered or standard covers available for immediate shipment. All models heavily reinforced on ends to maintain original size and shape.



LOAF MOLDS

...built to your specifications!

Winger Loaf Molds are obtainable in any size or shape . . . open ends, both round and square, pan type with or without spring covers. Write for detailed information.

CHICAGO REPRESENTATIVE

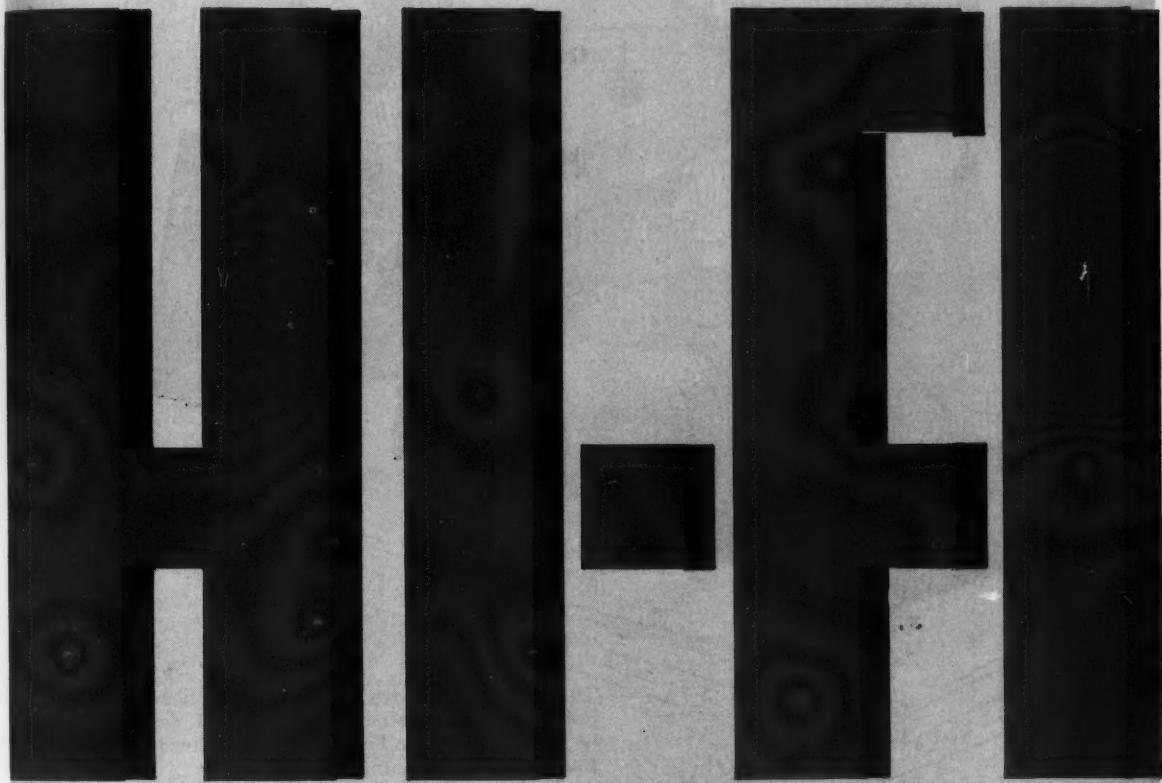
JOHN C. LUEHRSEN
3848 WEST 68th PLACE
TELEPHONE PORTSMOUTH 7-2140

Winger MANUFACTURING CO.
OTTUMWA, IOWA



"BACKED BY YEARS OF PACKING PLANT ENGINEERING"

MARATHON



IS VISUAL HIGH FIDELITY!

MARATHON
 hi fi

Marathon Hi-Fi represents a trueness in reproducing printed designs that does for the eye what hi-fi music does for the ear.

In musical hi-fi, the clear, undistorted, realistic sound results from perfection in every element of production . . . music, recording equipment, record materials and the phonograph on which it is played. Anything short of top quality in any of these makes just another ordinary record.

In the same way the production of Marathon Hi-Fi packaging requires the same degree of quality control through each of five steps: 1) in the controlled conditioning of the base stock; 2) in making printing plates to match the new paper stock requirements; 3) in the manufacture of special inks to conform to the special characteristics of the new stock; 4) in the special presswork necessary and 5) in the application of protective and decorative coatings . . . PERFECTION HAS BEEN ACCOMPLISHED . . . THE RESULT IS HI-FI!

MARATHON  PACKAGES

Sell Brands • Protect Products • Speed Production

Decision-makers on the bench



a. Moistureproof
bench dial scale
with enclosed tare
beams.

b. Beamless bench
dial scale with
15½" reading
circle.

c. Bench dial
scale with 20"
reading circle and
tare beams.

The decisions handed down by this new line of Fairbanks-Morse Floaxial Bench Dial Scales will be right. That's a Fairbanks-Morse tradition—a Fairbanks-Morse habit.

Check these features

Easier than ever to read—red knife-blade tip and target . . . precisely etched black numerals and graduations . . . glare-free brushed aluminum background.

360-degree swivel dial head—a touch of your hand and the dial looks squarely at you . . . no parallax problem.

Floaxial mechanism lighter and tougher—resists shock loads and rough handling . . . easy to service and maintain.

Shipped completely assembled—less time to install . . . no loose parts to mislay . . . easier to put into use.

Specifications—chart capacities to 1000 pounds . . . reading circle 15½" or 20" . . . with or without tare beams . . . moistureproof or standard.

Write for Bulletin 8102. It tells the complete story about the new Fairbanks-Morse Floaxial Bench Dial Scales. Fairbanks, Morse & Co., Dept. NP-3-22, 600 South Michigan Avenue, Chicago 5, Illinois.

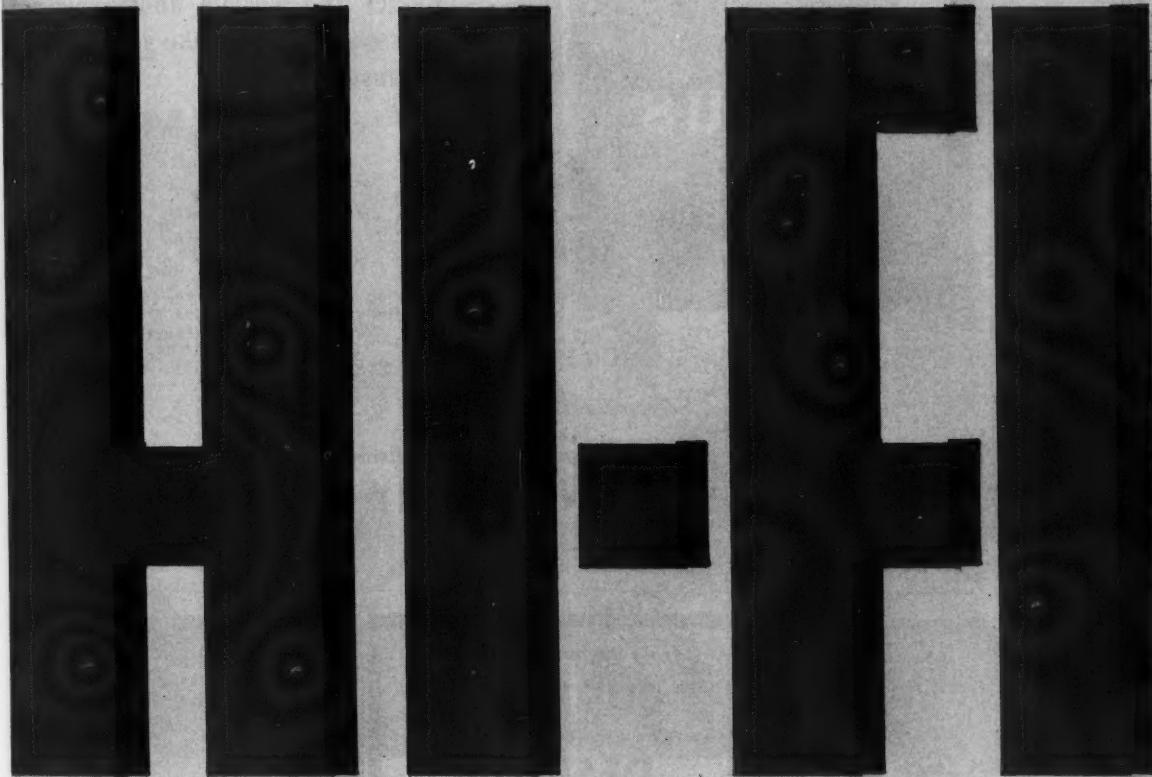


FAIRBANKS-MORSE

a name worth remembering when you want the BEST

SCALES • PUMPS • DIESEL LOCOMOTIVES AND ENGINES • ELECTRICAL
MACHINERY • RAIL CARS • HOME WATER SERVICE EQUIPMENT • MAGNETOS

MARATHON



PACKAGES

...MERCHANTISING MASTERPIECES!

MARATHON
hi fi

In today's market the package must do much of the selling. Marathon Hi-Fi packages are today's merchandising masterpieces, with unmatched sharpness in printed design . . . faithful reproduction of color in depth and tone . . . and a "feel of freshness" in the finished retail package that is inviting and pleasant to the touch of the shopper. Marathon Hi-Fi Paperboard will take high-gloss surfacing materials with problems of discoloration reduced to an absolute minimum. It is a superior base for laminating foil or other materials, resulting in a smoother finished product. It carries your sales message brilliantly and retains its brightness in display, discouraging dust collection and soiling.

Marathon Hi-Fi packaging is typical of the advances and the "firsts" that have distinguished Marathon's record of packaging progress.

Ask the Man from Marathon
about Hi-Fi. Or write Marathon,
A Division of American Can Company,
Dept. 204, Menasha, Wis.

MARATHON M PACKAGES

Sell Brands • Protect Products • Speed Production

Asmus

B

Brothers, inc.

Spice Importers and Grinders

523 EAST CONGRESS • DETROIT 26, MICHIGAN

Asmus Brothers spare no effort to produce the world's finest spices and seasonings to make your products taste better.

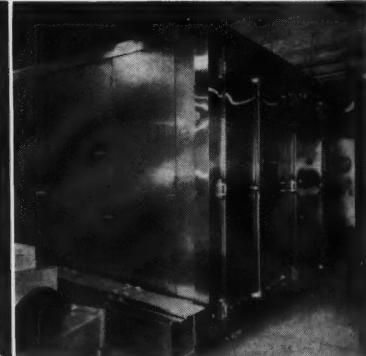


During the NIMPA Convention you are cordially invited to visit us at Room 893 in the Palmer House



... from beginning to end ...

CUSTOM
DESIGN
to
EFFICIENT
INSTALLATION



Julian Smokehouses add up to Big Profits!

When you call on JULIAN for capable, professional handling of your smokehouse problems, you actually **SAVE MONEY** in the long run. After all, this expert advice costs you nothing . . . and the benefits you enjoy in better flavored meats . . . better looking products . . . less shrinkage

. . . and improved, all-around smokehouse operation, can only mean **MORE PROFITS** for you. Yes, from beginning to end . . . you're in good hands when you depend upon JULIAN to come up with the right solution to your smokehouse problems. But why not discover that for yourself, today?

Julian

engineering company

5127 NORTH DAMEN AVENUE, CHICAGO 25, ILLINOIS

West Coast Representative: Meat Packers Equipment Co., 1226 49th Ave., Oakland 1
Canadian Representative: McLean Machinery Co., Ltd., Winnipeg, Canada



Marathon Hi-Fi paperboard backs up your sliced luncheon meats with printing that really sings!

Printed Marathon Hi-Fi packaging outshouts anything in the meat case with a sales message that is sharp and clear and colors that are deep and true. Marathon's Hi-Fi process produces an extremely smooth paperboard that has no lows or highs...no uneven surface.

Special plates and special blending of inks complete the cycle that has produced the whitest, brightest, smoothest printed package ever offered for sliced luncheon meats.

In either of two styles—Advac with five-sided product visibility and billboard-like display area for your sales message...or Identi-Pak with its large inspection window framed in your printed design—sliced bologna,

salami, loaf items or other vacuum-packed cold cuts are given the utmost in protection. With either package your brand name makes a shopper impression that is unmistakably remembered.

Marathon Hi-Fi will make the shopper reach for your package...appetite appeal of your product will put it in the shopping cart and bring her back for your brand next time she shops.

Ask the Man from Marathon for samples of Marathon Hi-Fi packaging for sliced luncheon meats. Or write Marathon, A Division of American Can Company, Dept. 349, Menasha, Wisconsin.

MARATHON M PACKAGES
Sell Brands • Protect Products • Speed Production

To help your Easter sales...

Canco gives big TV boost to ham in No-Stick cans!



**March 28th commercials on
"Douglas Edwards With The News,"
Canco's top-rated CBS-TV show,
will spotlight canned ham!**

Canco is currently sponsoring "Douglas Edwards With The News," the number-one CBS news show—carried by 150 TV stations, coast to coast! And just before Easter, the show's millions of viewers will see two dramatic commercials on canned ham.

These powerful messages will show consumers tempting ways of preparing delicious canned ham for Easter and that the best way to buy canned ham is in Canco's amazing No-Stick can. This valuable TV support builds sales for you!

*Tune in Canco's CBS-TV show
"DOUGLAS EDWARDS WITH THE NEWS"
March 28th and every Friday night
throughout this season.
Check local paper for time and channel.*

AMERICAN CAN COMPANY 

ns!

It Pays To Plan With General American

a limited number of **GARX-URTX** refrigerator cars now available for lease to packers.

You get all the advantages
of a General American lease with these cars—service facilities throughout
the country—continuous availability because of nation-wide distribution.
Write or call General American—today.



**GENERAL
AMERICAN
TRANSPORTATION
CORPORATION**

135 South La Salle Street
Chicago 90, Illinois

Union Refrigerator Transit Lines Div.
4206 North Green Bay Road,
Milwaukee 12, Wisc.





This orange "dayglo" sticker on your skinless franks and ready-to-serve meats is money for you!

It makes your brand the one millions of housewives will be looking for! It means more sales of skinless franks, smoked links and ready-to-serve meats for two whole months! It can boost your sales to mid-summer peak in May!

WOMEN WILL REACH FOR YOUR BRAND AS THEY TRY TO WIN THIS FABULOUS 4-BEDROOM, 2-BATH HOME



Some lucky family—and they may be buyers of your brand—will win this big PLYMOUTH IMPERIAL ranch home—FIRST PRIZE in the biggest sausage sales-producing contest promotion in history! Built by Plymouth Homes, Plymouth, Indiana. 20-foot living room! 16-foot master bedroom! All-electric WESTINGHOUSE kitchen! LENNOX air conditioning. Only one winner of this home—but millions will try and every entry can be a sale for your brand.

SECOND PRIZE WINNER GETS BOTH!

STUDEBAKER deluxe "Scotsman" station wagon and deluxe "Scotsman" sedan. This could well be a first prize in most contests!





Meet the world's greatest sausage salesman! He'll be working for you through May and June!

MORE THAN 300 PRIZES FOR GIVING CHIMP MOST ORIGINAL NAME

No questions to answer! No letters to write! No jingles! Just an entry blank or proof of purchase and the chimp's name. *Make this your own contest!* Enclose entry blanks with your brand of skinless franks, smoked links and ready-to-serve meats! Use the contest sticker on the outside of the package! Ask your VISKING salesman for window strips, mats, radio scripts. If you're on TV, ask him for film clips—10-second, 20-second and minute spots! Contest opens May 1 and closes June 30, 1958. TWO FULL MONTHS OF RETAIL SALES-MAKING PROMOTION. Big spreads in SATURDAY EVENING POST MAY 10 (Out May 6), LIFE MAY 19 (Out May 15) and MCCALL'S JUNE (Out May 27) will reach most families wherever you sell. They'll be looking for and buying the packages with the orange stickers.

More than 300 prizes in all!

KIMBALL "Century" console piano.

Two electric motor-driven "Police Chief" play cars.

Three sets lovely LLOYD "Nordic" patio furniture.

Four DISHMASTER dishwashers.

Twenty-five HELBROS lifetime watches for men and women.

Twenty sets of famous SUNBEAM "Mark-of-Quality" small appliances. MIXMASTER hand mixer and fry pan.

Twenty-five SPARTUS Flash Camera outfits with case, bulbs and film.

Twenty-five ALLIED KNIGHT E-Z do transistor radio kits.

Fifty BISSELL "Shampoo Master" rug cleaners.

Fifty SKOTCH Coolers.

One hundred REVEL plastic model airplane kits.

DON'T DELAY! ASK YOUR VISKING REPRESENTATIVE TODAY ABOUT THIS CONTEST!

VISKING COMPANY

Division of



Corporation Chicago 38, Illinois

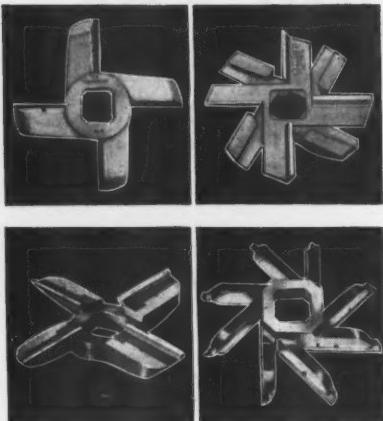
VISKING is a registered trademark of UNION CARBIDE CORPORATION

For Cooler...
Cleaner Cuts...

Specify Speco "correct design" Grinder Knives

In processing either fresh or frozen meats, you get clean, cool cuts, better ground sausage and other meat products with Speco's meat grinding equipment. Catalog and ordering guides, free on request.

New Speco Special Purpose Grinder Knives



Check and see how these Speco C-D grinder knives can improve your products (1) C-D All-Purpose Superior Knives (2) C-D Self-Sharpening Triumph Knives (3) C-D Economy Cutmore Knives (4) C-D 8-Arm Spider Knives.

SPECO Inc.
Speco, Inc.
3946 Willow Rd., Schiller Park, Ill.
Phone GLadstone 5-7240



The 2-operator frank packaging setup shown right is only one in our complete line. Whatever you want to wrap and package, we can help you do it faster, in less space, at low cost. We supply all equipment needs, from hand irons to complete conveyorized setups. Our units give any desired production, do any packaging operation are easily modified for extra needs.

Ask for details.



1952 our
25th
year

Great Lakes STAMP & MFG. CO.

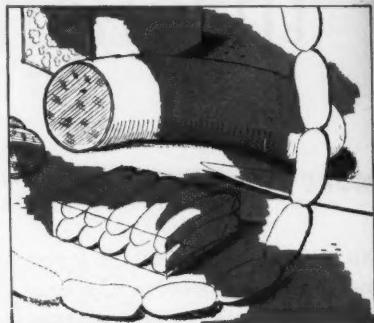
2500 IRVING PARK ROAD, CHICAGO 18, ILLINOIS

World's Largest Makers of Meat Branding and Marking Equipment.
Packaging, Labelling and Identification Equipment.

SHEFTENE®

Sodium Caseinate

An Economical High-Quality
Protein Binder for your
Processed Meat Products!



Sheftene Sodium Caseinate is a pure food source of high-quality milk protein (approximately 90%), proven in meat products such as sausage, frankfurters, meat loaves, bolognas and others. Properly applied, Sheftene Sodium Caseinate will eliminate fat pockets, and cut rendering problems in sausage making, retaining moisture and appetizing color. It also helps to reduce

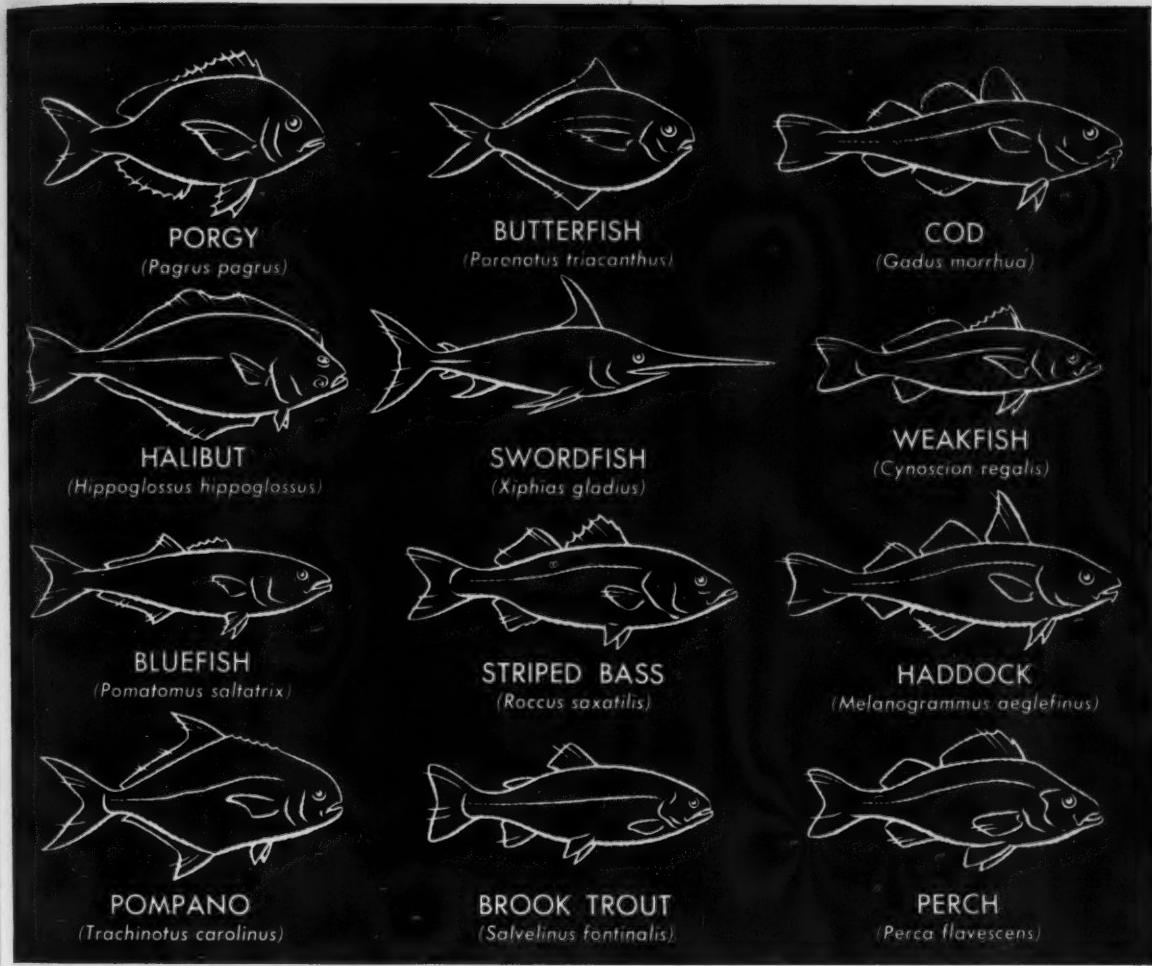
smokehouse shrinkage.

And it's a money-saving ingredient, tool. By furnishing many of the properties of high-grade bullmeat, Sodium Caseinate permits the processor to take full advantage of market conditions in selecting and buying his meat ingredients.

You are invited to send for samples and technical data. Write Dept. NP-358.

SHEFFIELD CHEMICAL
Norwich, N.Y.

A DIVISION OF NATIONAL DAIRY PRODUCTS CORP.



Polyethylene packaging can help sell any fish you can name



And, it's easy to see why film packages made from BAKELITE Brand Polyethylene help sell fish better.

Self-service shoppers prefer their convenience which makes selection easier, faster. Retailers share this consumer preference because polyethylene packages blend maximum promotion with maximum protection. They enhance product quality which stimulates impulse buying for extra sales. They have superior strength—resist breakage—even at freezing temperatures. Fish stays fresh and clean which is so important because shoppers select by appearance. Polyethylene film may be printed in many colors. And remember, it costs less than any other transparent film.

BAKELITE COMPANY WILL HELP YOU . . . See how low cost polyethylene film packaging can build your sales. For the names of suppliers, write Dept. BW-118 today. Bakelite Company, Division of Union Carbide Corporation, 30 East 42nd Street, New York 17, N. Y.

**It pays to package in BAKELITE
PLASTICS**



The terms BAKELITE and UNION CARBIDE are registered trade-marks of UCC.

This scale gives you 50% greater speed



MODEL 4133 SCALE
SPECIALY DESIGNED
FOR MEAT PACKING

SHADOGRAPH®

...faster than any
mechanical indicator scale

Weighing bacon and other packaged meats is faster . . . and reading is more accurate . . . with this Shadograph scale. A beam of light replaces mechanical indicators. Scale comes to rest almost immediately and shado-edge indication on a frosted glass dial makes possible fast, unmistakeable readings from any angle.

Two-pound capacity scale sensitive to 1/40th ounce. Two inches of indicator travel represent one ounce.

End tower design permits free flow of packages over platter. Packing house finish on moving parts.

Write or call for further details and specifications on Shadograph . . . the scale that can cut your weighing time as much as 50%.

VISIT US AT THE NIMPA SHOW
PALMER HOUSE, CHICAGO, APRIL 18-22



THE EXACT WEIGHT SCALE CO.

915 W. FIFTH AVE., COLUMBUS 8, OHIO

In Canada: P.O. Box 179, Station S, Toronto 18, Ont.

Sales and Service Coast to Coast



BETTER QUALITY CONTROL . . . BETTER COST CONTROL

For over
65 years now,
The National
Provisioner
has been the
undisputed
leader among
magazines published
for the meat packing
and allied industries.

First—in everything that
helps to make a
good magazine
great . . .

First—in editorial content
-- editorial service
-- in number of
pages -- in advertising . . .

First—to report industry
news -- to interpret accurately
the news and business trends . . .

First—to report the markets and prices . . .

First—in service to packer, processor and advertiser alike.

THE
NATIONAL
PROVISIONER

"FIRST IN THE FIELD"



WALLOP! What gives it to a package? Several things. An appealing shape, commanding

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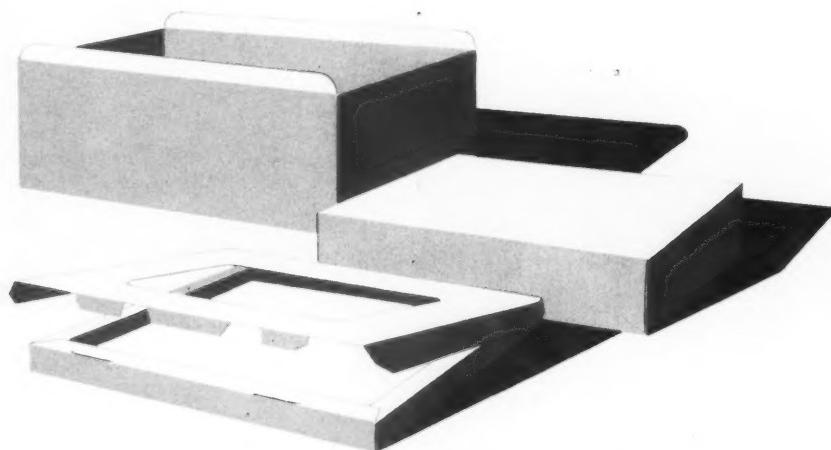
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Head Office: San Francisco



THE NATIONAL

PROVISIONER

VOL. 138 No. 12

MARCH 22, 1958

A Fugue for All

Packinghouse sales officials who attended the American Meat Institute training conferences held recently in Chicago and New York were furnished with a credo for their own salesmen:

Any buyer who tries to force our prices below our cost-plus-a-just profit is deliberately attempting to bankrupt our company and put me out of a job.

This simple statement is a good deal like a short musical passage; it can be played in a variety of ways. Moreover, to be entirely realistic, we believe that the basic thought has just as much (and maybe more) application internally as it has externally. For example:

Any management which doesn't know what its cost-plus-a-just profit is, or doesn't use this information in establishing selling prices, endangers the company and my job.

Or, it might be played in this fashion:

Any livestock buyer who pays more for animals than can be realized from their products may bankrupt our company, etc.

Or, the thought might be rephrased thus:

Any supervisor who operates without accurate figures on material yields and labor productivity is groping blindly toward bankruptcy.

Still another version might go as follows:

Any workman who isn't delivering full value for his hourly rate plus fringe benefits is attempting to bankrupt our company and put me out of a job.

We agree that it is essential to hold the cost-plus-profit line in bargaining with the industry's customers, but we believe also that the basic theme should be applied everywhere else in the business.

News and Views

Virginia Will Pay most of the cost of the state's meat inspection program under a bill given final passage by the general assembly just before adjournment on March 15. The bill appropriates \$87,500 a year for the program in the next biennium. State-inspected plants have had to pay the full cost of the service in the current biennium. The appropriations measure was a companion to a new meat inspection bill, also passed by the legislature, which tightens controls and transfers the program from the state department of health to the state department of agriculture, effective July 1.

Such a move was recommended by the Virginia Advisory Legislative Council, which has been studying the inspection program since it went into effect in the state two years ago. A. Jack Jessee of the Virginia Meat Packers Association is a member of the VALC. Jessee is secretary and general manager of Shen-Valley Meat Packers, Inc., Timberville, Va. Packers and producers feel that the agriculture department is the logical agency to handle inspection since it already is responsible for livestock disease control, Jessee said. Channels of communication also are better between that department and the U. S. Department of Agriculture.

While it is less than the \$125,000 a year proposed originally in the House, the appropriation represents a milestone for the proponents of state-paid inspection. The Virginia Commissioner of Agriculture informed Jessee this week that he plans to set up a study committee and may consult with the industry to determine the best procedure for handling the appropriation. Packers will have to pay some portion of the cost but it probably will be less than half. The Virginia inspection program is voluntary from the state standpoint but many cities have ordinances barring meat unless it has been inspected by state or federal authorities. The new meat inspection bill, as originally proposed, would have allowed the sale of uninspected meat by farmer-producers but cities with meat inspection ordinances protested against this loophole. As passed, the bill permits cities to keep out uninspected farm meat if they provide free inspection for small farmers who want to sell their meat door-to-door or on the market square.

The possibility of state-financed meat inspection also is being discussed in Montana by representatives of the Montana Meat Packers Association and the State Livestock Sanitary Board. "It's unjust," J. Einar Larson of Montana Meat Co., Helena, pointed out recently. "We're the only industry in Montana that has to pay for its own inspection." Of the 60 packing plants in the state, 15 are state inspected, four have federal inspection and 41 have state licenses but no inspection.

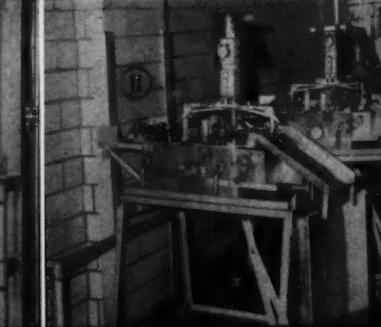
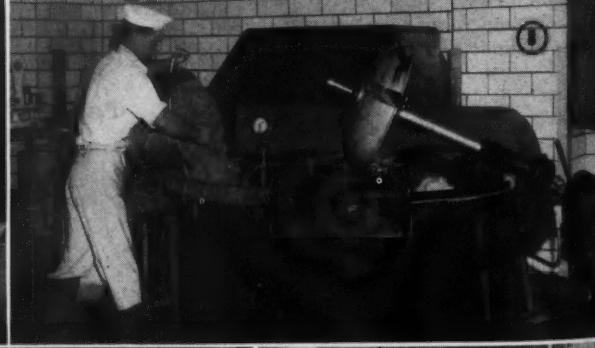
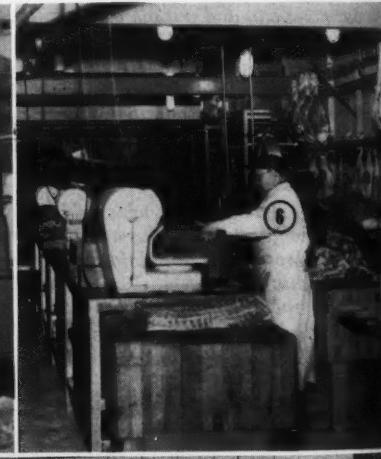
Personnel and Processing problems will receive the attention of the National Independent Meat Packers Association on Monday, April 21, during the NIMPA annual meeting at the Palmer House, Chicago. Speakers during the industrial relations session Monday morning, and their topics, will include: Elmer Koncel, The Klarer Co., Louisville, "Your Worker and You;" James Gilker, attorney and labor relations consultant, "Labor Demands for 1958," and James Burdette, Arbogast and Bastien Co., Allentown, Pa., "Hiring Test for Salesmen and Supervisors." There also will be a hide presentation later that morning. A panel of specialists will discuss processed meat problems during the Monday afternoon session.

Icing and Salting payments to carriers are not subject to federal transportation taxes, the Court of Claims has held in the case of Armour and Company et al., No. 300-37, reaffirming the rule of the earlier Swift & Company case. Claims for refunds must be filed within four years of tax payments under the 1939 Internal Revenue Code and three years under the 1954 Code.



Texas Purveyor Expands for the Future

IN THE PICTURES: 1. Sheltered receiving dock holds two trucks; spotlights to illuminate truck interiors and extra tracking aid work. 2. Wall racks and hooks hold meat for ageing. 3. Bone dust is blown from sawed cut with compressed air. 4. Bulk hamburger is bagged in film. 5. Three machines form 3,000 lbs. of patties per day. 6. Section for portion control meats. 7. Batched meat and ice move from grinding room via roller conveyor. 8. The conveyor from the grinding room terminates beside the bowl of the cutter. 9. Product is moved into smokehouses on trucks. 10. Sausage superintendent Cotton Walther adjusts smokehouse setting; friction smoke generator is at left. 11. Employee greases linking machines.





SECRETARY-TREASURER L. E. Vance and president Joseph Guminski scan the blueprint for the addition to Fort Worth plant.

dent, Joseph Guminski, is convinced that better light means better work and the proper levels of illumination have been built into the addition.

The rail from the dock extends into the new holding and fabricating department where approximately 250 head of beef can be stored on nine rail sections. The rail system extends on into the former cooler area.

A new fabricating area is located at the front of the cooler addition. Here meat intended for ageing is broken into primal cuts which are placed on racks or hooks that line the walls of this 30 x 16-ft. section; cuts from approximately 60 head of cattle can be aged here. The section has two Biro bandsaws for processing aged cuts into portion-controlled meats. Reel-mounted air lines are used to remove any bone dust that may be on a cut. The air pressure is also used to keep the bandsaw blades clean.

The 15-ft. beef boning table is near the holding rail section and is headed by a Jones sliding table bandsaw on which the rough cuts are made and then placed by each of the individual boning stations.

Some of the boned meats move into the grinding room where they are ground for sausage, hamburger or chile. Three Hollymatic patty formers are located in a corner of the cooler. Patty output averages about 3,000

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IN making last year's addition to its plant at Fort Worth, Tex., the Superior Meat & Provision Co. doubled the amount of floor space, expanded processing and fabricating facilities and streamlined the handling of product.

Although the Superior business was founded in 1935, the firm moved to its present location and incorporated in 1947. At that time fabricating and sausage manufacturing facilities were added to the original setup for beef breaking and wholesaling. The latest addition provides more space for fabrication and sausage manufacturing.

The firm's primary business, accounting for about 60 per cent of its \$6,000,000-plus annual gross, is fabricating cuts for both retailers and public feeders. It moves more than 800 cattle per week in orders ranging in size from 5 lbs. to 25 lbs. Daily and, where needed, twice-daily delivery service is furnished to Superior customers. The sausage department produces about 70,000 lbs. per week; almost all sausage is sold in bulk or stick form.

The addition has enabled the company to set up a forward line of flow in handling its products and has increased efficiency by about 15 per cent. Incoming and outgoing products formerly had to move through a court fronting on one street. Material is now received in a truck court fronting on another street.

The receiving dock has a looped overhead rail running the entire length which expedites the unloading of carcass meat. Sides are hung on the rail, weighed in groups and pushed into the cooler. If need should arise, a truck can be unloaded and pulled out and the spot can be taken by another vehicle before weighing begins. Spotlights are mounted above the rails on the receiving dock so that the interior of suppliers' trucks can be illuminated. The company's presi-

lbs. per day, and an equal amount of ground beef is packaged in bulk in plastic bags. The variety of portion shapes and weights which can be formed with the machines has helped to enlarge the sale of ground beef, asserts Guminski. They permit the customer to order a tailor-made product for his own patrons.

The expansion of the beef and sausage business has converted an overage into a shortage. The firm originally entered the sausage business because the trimmings resulting from preparing beef cuts amounted to about 25 per cent of carcass weight. Sausage was the most profitable outlet for this meat. However, the firm now buys boning cattle to fill its needs for lean beef for its sausage, patty and chile operations.

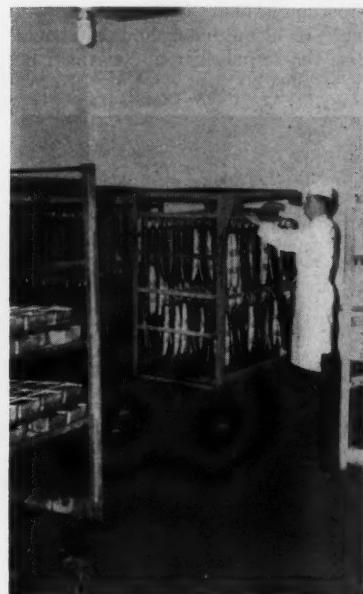
The main grinding room is centrally located with respect to the boning table, the pork cooler and the sausage stuffing room.

The Buffalo grinder is equipped with an oversized throat that facilitates loading. The room contains a Vilter ice machine and, after batching the meat and the granulated ice, the operator pushes them on a roller conveyor through a Jamison cooler door. The conveyor terminates beside the Boss Chop-Cut machine. The firm has two stuffers and stainless steel stuffing tables. The walls of this room, as well as the other areas in the addition, are tiled to the ceiling.

Product moves from the grinding room into the enlarged smokehouse alley where two Speihs six-cage air-conditioned houses of stainless steel have been installed. Smoke is generated with the Speihs friction type smoke generator. Management is pleased with the performance of this unit which uses logs for fuel and has instantaneous on and off controls, comments George "Cotton" Walthal, sausage superintendent.

Powers instruments are used for the houses. The area in front of the control panel is protected from damage by sausage trucks with pipe guards.

The firm uses sausage cage trucks for in-plant transportation basically because they pose no problem in case of rearrangement of work. A truck-load of product can be moved from one department to any other, while an overhead rail system might restrict the direction of plant expansion. The firm believes that its business will grow. The new addition, plans for which were drawn by Smith, Brubaker & Egan, architects and engineers, can support a second floor. The cork-insulated, reinforced concrete roof of the addition is wired



WALLS of chill cooler (shown here) and other non-tiled rooms are coated with an impervious enamel of good performance.

for electricity and sloped for drainage.

Sausage cage trucks present less of a maintenance problem and, with proper greasing, roll easier, emphasizes Walthall.

In the smokehouse alley the firm has installed four new stainless steel steam-jacketed kettles which are used primarily for the production of chile con carne which is molded into 5-lb. bricks. The firm uses stainless steel pans to mold the cooked chile.

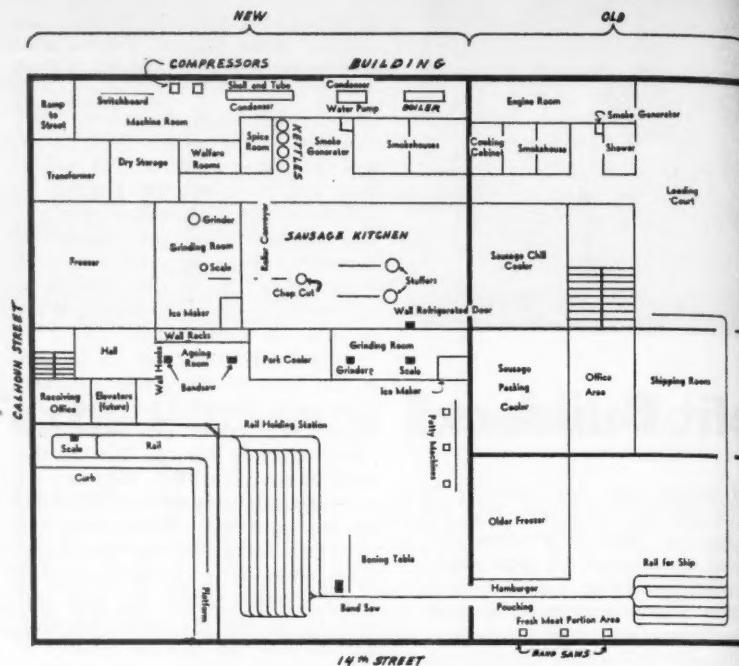
The spice room also serves as the sausage superintendent's office and as a dry storage area for packaging supplies for the company's products.

All products are moved from the cook and smoke section into the sausage chill cooler, then into the packing cooler and finally to the loading dock or the shipping cooler.

In servicing accounts which purchase fresh and aged portioned meat, bulk and a few packaged sausage products and jobber items such as shortening and canned meat, the company uses the pull-off system of order filling. When an order is received the order writer prepares copies that go to two portion workup sections and the general order filling section for processing.

The older section of the plant houses the enlarged fresh meat portion section which is equipped with three Biro bandsaws, handling racks, etc. The portion butchers prepare the orders and weigh and wrap the items.

Sausage and jobber items are assembled by clerks, each of whom fills a portion of an order from his own stock area and obtains other items from the freezer or beef rail stock. The orders are placed on trucks for movement to the loading dock.



SCHEMATIC FLOOR PLAN DRAWN FROM BLUEPRINT
FURNISHED BY SMITH, BRUBAKER AND EGAN

The sequence in which orders are assembled is determined by route loading. Rail items are ticketed and moved as needed onto the dock. The former holding area is used for assembling rail stock orders.

Each order assembler and portion butcher initials his orders, generally handling a specific group of customers. Management feels that in this way the firm can meet its customers' requirements more satisfactorily—an important factor in the purveying field. If a misunderstanding should arise the responsible employee can be

informed immediately and a repetition of the mistake can be avoided.

The firm merchandises its product throughout Texas. Twenty-eight refrigerated units make deliveries within a 125-mile radius of the plant. The company has its own garage for washing, greasing and performing simple maintenance work. Trucks have Kold-Hold plates and plug-in compressors.

Back of the plant is what might be called a "shoe horn" powerhouse. In an area from 12 to 16 ft. wide, the firm has installed an Ames automatic 70-hp. gas and oil-fired boiler and additional Frick compressors and booster along with a shell and tube condenser. The firm has 230 tons of refrigeration capacity. All the units in the power section are installed in single file. While this required more piping it did make effective use of available space.

The powerhouse also contains the new master switchboard. The room opens directly onto the street to permit delivery of heavy equipment such as pumps or motors. The area is skylighted for better lighting and also as protection against explosion. The skylights are designed to give if pressure is exerted on them.

The new section of the plant is insulated with 4 in. cork in the walls and 8 in. in the new 29 x 29-ft. sharp freezer. The latter space holds approximately three cars of product at minus 15° F. Almost all the coolers are refrigerated with Gebhardt ceil-

[Continued on page 38]



GARAGE FOREMAN A. W. Arthur, Jr., plugs in the compressor on one of Superior's 28 refrigerated delivery trucks which cover a sales area within 125-mile radius of Fort Worth.

BEEF

Predicting and Improving Acceptability to the Consumer

By V. JAMES RHODES, H. D. NAUMANN,
ELMER R. KIEHL, and MARGARET MANGEL,
University of Missouri

IT is generally believed that the consumer acceptability of beef is related to carcass fatness. Researchers have also suggested that consumer acceptability is related to the tenderness measurement which can be obtained in terms of shear force. Some evidence has now been secured about the specific nature of these relationships.

In a recent study, 266 families cooked, tasted, and evaluated steaks from 126 pairs of short loins. Steaks from the Prime and Choice grades were all highly acceptable to these consumers. Steaks from two-thirds of the Good loins and one-third of the Standard loins were just as acceptable as the steaks from most Choice loins. Moreover, almost all Good and Standard loin-steaks which were found inferior to Choice were from loins with shear values exceeding 20 lbs. While neither shear alone nor grade alone was a very good predictor of consumer acceptability, a combined shear and grade measurement was a fairly good predictor.

The University of Missouri meat research team recently recruited a consumer panel of 266 households. This panel represented a probability sample of the white households with annual incomes above \$2,500 in the city and county of St. Louis. Two adults in each household received a total of six pairs of frozen loin steaks which they cooked, ate, and evaluated. These six pairs of steaks were delivered over a three-week period. They included two replicates of these three comparisons: Commercial-Choice, Prime-Good, and Choice-Choice. Each grade consisted of 21 pairs of short loins from as many young cattle in

This is a progress report on a long-term study of consumer preferences jointly conducted by D. E. Brady and H. D. Naumann, Animal Husbandry Department; Margaret Mangel, Home Economics Department; Elmer R. Kiehl and V. James Rhodes, Agricultural Economics Department. Dr. D. E. Brady, presently with Foreign Agricultural Service, USDA, does not share responsibility for this report.

the middle third of the grade as designated by a federal grader on ribbed-down carcasses. Carcass weights ranged from 555 to 605 lbs. The Commercial loins would now be graded Standard. The short loins were aged seven to nine days at 38° F. in the University meats laboratory. Replicate steaks were from the same carcasses and careful controls were exercised in preparing and distributing the product to the consumer panel.

Figure 1 presents acceptability results from the St. Louis panel. Mean acceptability ratings of 84 pairs of loins of four grades are the basic data. Each pair of loins was from a single carcass. For convenience, a pair of loins from the same carcass is referred to as a "carcass." The bars show the ranges of these "carcass" means. Each carcass mean is the average of two separate ratings by 12 to 14 men (women and men's ratings were similar, so we are using only the men's ratings here). Ratings were on a "hedonic" scale. A rating of "Like Extremely" was counted as a score of 1 while a rating of "Dislike Extremely" was counted as a score of 9. The greater variability of the grade as we move toward the leaner grades is quite striking. Commercial has long been considered a heterogeneous grade. These results suggest that even the younger cattle now in Standard are very heterogeneous also. The overlap of the grades is very striking. Note that the best loins in each grade were almost equally acceptable. The very best Standard and Good carcasses were just as acceptable as two-thirds of the loins in the Prime grade.

The shaded area indicates the middle third of each range. Note the great overlap of Prime and Choice. The top two-thirds of those grades are virtually identical. All the Prime and Choice carcasses, more than two-thirds of the Good grade and almost one-third of the Standard grade had an average rating of 4 or better and, thus, were quite acceptable to consumers.

In order to indicate the overlapping of the grades and the variation within the grades, we have presented these results as distributions rather than as simple grade means. Research needs to concentrate on the product—i.e., on carcasses or on retail cuts—and on ways of predicting their acceptability. Grades—whether federal or packer—are a useful way of describing or grouping carcasses, but certainly they are not the only way.

Another useful way to classify carcasses is in terms of their shear strength. Muscles with lower shear have usually been judged more tender by laboratory judges. Shear measurements were taken on the Warner-Bratzler machine using 1-in. cores from a sample of steaks of the loins used

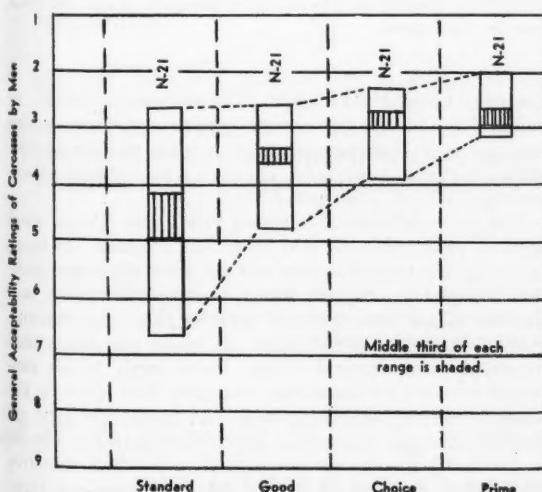


FIGURE 1: Distribution of carcasses (loins) by federal grade, from St. Louis panel of 266 families who tasted and evaluated steaks.

in the panel. Steaks were broiled to medium-well-done before the cores were obtained.

Figure 2 shows the relationship of general acceptability to four shear groupings. Note the general similarity to the relationship of acceptability to the four federal grades. Heterogeneity of ratings is greater in the shear group

was about 10 lbs., which was lower than any Good or Choice loin tested. On the other hand, another Standard shear mean was about 41 lbs. In general, most loin shear means have been between 10 and 25 lbs. Moreover, the average shears per grade have been quite similar, as indicated in Figure 3.

Would use of both shear and grade as explanatory variables increase ability to predict carcass acceptability? Since it has been established that these two variables were fairly independent and that each was related to acceptability, it would be expected that use of both would aid prediction of acceptability. Moreover, prediction should be aided most in the leaner grade carcasses, since shears varied most widely there. These inferences are supported by Figure 4, which shows the relation of acceptability to grades as modified by shear.

The two leaner grades have been divided on the basis of less than or more than 20 lbs. shear strength. While there is much overlapping, please note that there were no really objectionable carcasses with shears below 20 lbs. in any grade. In fact, two "groupings" might have differentiated carcasses as to consumer satisfaction fairly effectively. The first group would include all Prime and Choice, and those Good and Standard carcasses with shears below 20 pounds. The second group would include

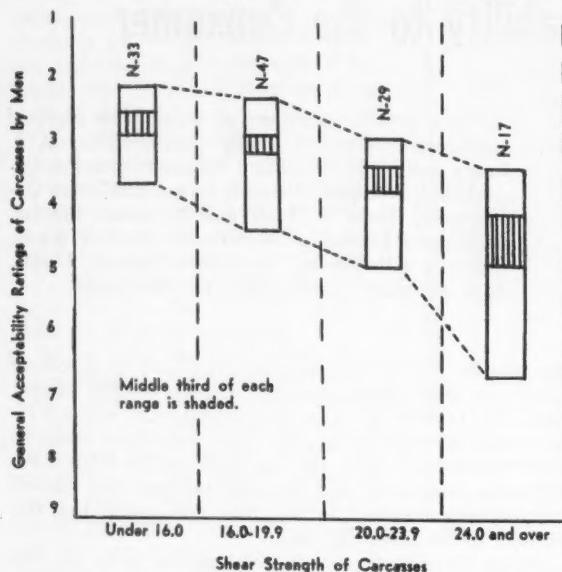


FIGURE 2. Distribution of carcasses (loins) by four shear groups.

beyond 24 lbs., and acceptability is generally poorest in this group. Again, there is much overlapping. In terms of efficient consumer grading, grouping by shears was about as effective as grouping by federal grades.

What is the relationship of shear and grade? The results of three Missouri experiments involving short loins from 296 cattle are shown in Figure 3. In all cases, shear measurements were made on 1-in. cores broiled to medium-well-done. The mean of either six or nine shear measurements per loin was used as the loin's value.

The leaner the grade the greater the spread in the mean shear values found. One Standard loin shear mean

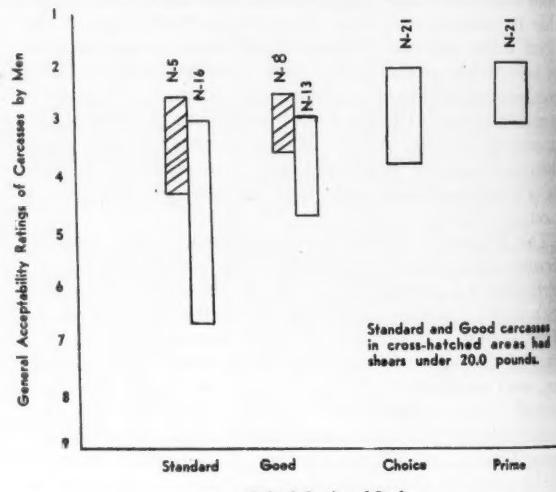


FIGURE 4. Relation of carcass (loin) ratings to grade and shear, from St. Louis panel.

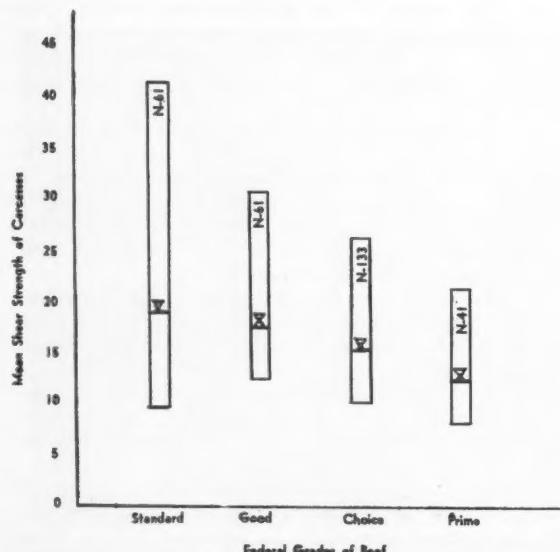


FIGURE 3: Distribution of mean shears of loins by federal grades.

the remainder of the Standard and Good carcasses. It might be argued that each of these groups should be further subdivided to obtain greater consumer eating homogeneity. Perhaps such subdivision would be needed, although the multiplication of grades has definite disadvantages as well as advantages.

The price differential between Prime and Choice short loins in 1956 ordinarily was 20 to 30¢ a pound. In terms of eating acceptability there was no price difference justified between the typical Prime, the typical Choice, and the best Good and Standard loins in these experiments.

What should be done? After all, prices are determined by supply and demand. First, there needs to be concerted research to determine accurately just what is the relation of acceptability to finish and grade. Perhaps we had an abnormal sample of loins. Certainly the sample is too small to attempt to suggest more than tentative implications. Second, if further research bears out these results, then meat processors and retailers may need to revise some of their ideas about a strong association of

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fattening and desirability. Third, better ways need to be found to grade beef. Many people are concerned about this and it is easier said than done, of course. This evidence indicates a need for redoubling our efforts. In this age of electronics, chemistry, and atomic physics, it may not be true that the best obtainable way to measure the eating acceptability of a cut is to look at the carcass on the rail. Use now of the shear in connection with grading might improve ability to predict acceptability. Shearing every carcass in the lower grades would be an expense and an inconvenience, of course. Packers could not be expected to do it, unless buyers demanded it. The usual price difference between Choice and Good should encourage some buyers to do some experimenting. The present usefulness of federal grades can probably be materially increased.

The meat industry—including the producer, the packer and retailer—competes with manufacturers of groceries, clothing, automobiles and other goods for the consumers' dollar. One of the most profitable ways to get more of that dollar is to design better products *and* to ensure that unsatisfactory products never reach the table. Successful packers protect carefully the reputation of their branded premium products. The industry by its merit hog buying

program and by its closer trim is seeking to eliminate too-fat pork cuts. Is it not time that similar efforts be made to do as much for block beef?

What needs to be done? A reliable and practicable means of spotting non-tender or unpalatable beef needs to be developed. Methods of eliminating any such beef through improved methods of breeding, feeding and/or processing need to be developed. Someone may reply that we can do that now by producing only Prime and Choice. The results of these consumer preference tests do support the idea that those grades are uniformly acceptable, when properly trimmed of excess fat. However, these results also indicate that a majority of Good and some Standard are just as acceptable as most Choice.

With prices of such importance in the competition for the consumer dollar, the lower production costs of Good and Standard provide a strong incentive for their maximum utilization. A uniformly acceptable product produced at lower costs would make beef a powerful competitor for the consumers' dollar. Most consumers want leanness and tenderness (presumably, most also want the flavor of fairly mature beef). This combination can be provided by the meat industry if it wants to undertake the efforts to do so.

Beef Has Out-Competed Chicken, Cattlemen Told

Is the cattle industry enjoying a "new high plateau" of beef eating and can beef successfully compete with chicken for public favor?

Those were among the questions asked by Dr. Herrell DeGraff, research director for the fact-finding committee of the American National Cattlemen's Association, in a talk before the 81st annual convention of the Texas and Southwestern Cattle Raisers Association in San Antonio.

DeGraff, a professor of food economics at Cornell University, Ithaca, N. Y., pointed to the current "cattle cycle" in emphasizing that it is "out of keeping" with all others.

"Instead of stopping in the high 60's, per capita beef consumption, went on up to 85 lbs.," he said. "Forward projections of the present cycle indicate a decline to a low point no lower than the highs of previous cycles."

Prof. DeGraff said that an analysis of numbers for "all cattle" does not fully reflect the large and unusual increase in beef supplies in the past seven years. Beef cow numbers have increased greatly while the production-per-cow has also climbed sharply, he said in stressing that a "she-stuff" analysis gives a clearer picture of what has happened in recent years and what is likely to occur.

"Cattlemen also should be interested in noting that, despite a widely held view to the contrary, during recent years beef has strongly out-competed chicken in terms of consumer acceptance," DeGraff said.

To indicate that Mrs. Consumer

has been willing to back up her beef preference with her money, he compared retail price trends in beef and chicken in relation to supply.

"Retail beef price dropped more sharply from 1951 to 1953 than chicken's price, but by 1957 both beef and chicken were selling at the same percentage of the 1951 base," he said. "These declines occurred with less than a 20 per cent increase in poultry meat and a 50 per cent increase in beef."

He mentioned market-building through beef promotion, product improvement, stable year-around supplies and more streamlined and efficient distribution as the greatest needs if the industry is to convince the public that it should accept, at reasonable prices, the huge supplies of beef ahead.

"You are going to need bigger markets to absorb still more beef—more than just the additional market provided by an increasing population," he said. "Fortunately you will have less pressure of beef supplies during the next two or three years—a time to get a good start on market-building activities that are likely to be needed in the early 1960's."

Antibiotic May Save Packers Millions in Liver Losses

Meat packers in the United States killing beef cattle stand to save as much as \$7,000,000 annually by the recent action of the Federal Food and Drug Administration in clearing the use of the antibiotic Aureomycin as an anti-liver abscess weapon.

The U. S. Department of Agriculture's inspection service admits that

1,500,000 livers are discarded annually because of abscesses.

The FDA cleared the use of Aureomycin chlortetracycline after a series of tests over a three-year period at Colorado and Nebraska state universities, and Nevada University. The technical staff of the American Cyanamid Company, manufacturer of the antibiotic feeding supplement for cattle, assisted the college researchers.

Dr. J. C. Flint, associate professor of veterinary pathology, Colorado State University, said that experiments showed a reduction in the incidence of liver abscesses of about 80 per cent by this antibiotic feeding program. In another experiment, he added, one large group of cattle not on antibiotic feeding was picked at random and traced from feedlot to slaughter. It was necessary for federal meat inspectors to condemn 70 per cent of the livers from these animals because of abscesses.

Turkey Meat Doesn't Add to Cholesterol Level, Says Medic

Turkey meat ranks lowest in cholesterol of all meats, according to Dr. M. L. Scott, nutritionist of Cornell University. Dr. Scott reports in a study just completed under his direction, the fat content of turkey meat, already rated as low, now is classified as "soft" or vegetable-type fat—the kind that does not increase the blood cholesterol level.

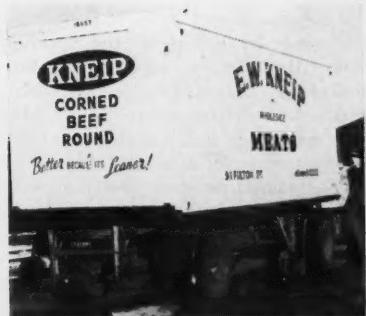
The nutritional studies also brought to light the fact that in addition to turkey meat being lowest of all meats in cholesterol content, its fats are high in unsaturated fatty acids, helpful in lowering blood cholesterol.

Meat Merchandising Parade

Pictorial and news review of recent developments in the field of merchandising meat and allied products.



HOG CALLING championship contest, conducted for second year by Merkel, Inc., Jamaica, N. Y., attracted much attention in sophisticated New York City. Defending title above in 1958 contest is Art Dilks (right), 1957 champion hog caller. Dilks lost out this year, however, to Bud Maggart, who developed his championship style on a farm in Carthage, Tenn. Judges (l. to r.) are: Enoch G. Jacobson, director of Merkel retail markets; Iggy Wolfgangton and Dusty Worrall, wearing costumes from their Broadway show, "The Music Man;" Walter Wagner, Merkel advertising and sales coordinator, and advertising agency representative Clare Crawford. Prize-winning calls will be recorded for Merkel advertising campaigns. Pork packing company also will feature the hog calling contest winner in point-of-purchase material.



MOBILE ADVERTISING of E. W. Kneip, Inc., Chicago, is aimed at buying public interested in low-calorie and high-protein foods. Back panels of all company trailers and trucks have been painted with Kneip oval and selling slogan for corned beef round: "Better because it's leaner."



ALL-OUT PROMOTION of hams for Easter will be launched by Bernard S. Pincus Co., Philadelphia, with full-color, full-page ad in March 28 issue of Philadelphia Inquirer. Ad features theme, "It's So Nice to Have a Ham Around the House," and promotes three types of Yankee Maid hams: ready-to-eat, fully-cooked and Virginia-baked. The Pincus firm has won several awards for unusual advertising ideas in various media.



WEST VIRGINIA brand hams that can be cooked in their own aluminum foil wrapper are being introduced nationally by Hygrade Food Products Corp., Detroit, in expansion of current markets. Ham is packaged in heavy gauge Alcoa Wrap aluminum foil, which has protective coating of corrosion-resistant material. Printed in black and white by Milprint, Inc., Milwaukee, wrapper carries cooking instructions and brand identification.



NEW LINE of stock design frozen meat cartons has been introduced by Sutherland Paper Co., Kalamazoo, Mich. Vignettes currently offered include hamburger patties (shown), molded steaks and sandwich steaks. Cartons are adaptable to hand or machine operations in packaging department.



FROZEN CHOPPED steak that cooks in one and one-half minutes per side without thawing has been added to line of Black Hawk frozen meats of The Rath Packing Co.

Study Stresses Woman's Role in Purchasing Meat And Selecting Brands

In 91.9 per cent of all families purchasing fresh meats (all kinds), it was the woman who made the actual purchase; the comparable figure for frozen meats (all kinds) was 83.8 per cent; and for canned meats, the figures ranged from 76.9 to 86.8 per cent depending on the specific item. *McCall's* has reported on the basis of its "Second Food and Grocery Products Purchase Diary Study." In the remaining families the purchasing was done by men or children.

The magazine says that women's decisive role in brand selection is documented by these figures: in 76 to 88.9 per cent of families buying, women made the brand decision.

The Purchase Diary Study from which the above facts are excerpted is a comprehensive, nationwide survey of the grocery buying patterns of the American family. Conducted for *McCall's* by Home Testing Institute, Inc., this study covered the grocery purchases made during an entire week by a total of 1,090 panel families representing an accurate cross-section of the nation's families. Included in the study was detailed information (who made each purchase, who thought of it, who selected the brand, etc.) on 233 separate items, 47,539 purchases of 92,214 units, with a total value of \$27,531.40.

Summarized in the table below are the statistical data on meats—with percentage figures based on totals of families purchasing each item:

MEATS	Women had Women made the selected purchase idea the brand		
	Pct.	Pct.	Pct.
Fresh (all kinds)	91.9	95.4	by cut not brand
Cold cuts	79.3	75.0	by type not brand
Frankfurters	80.4	77.4	80.1
Bacon	84.7	87.0	83.7
Sausage	81.8	75.2	78.7
Frozen (all kinds)	83.8	83.8	85.1
CANNED MEATS			
Chili con Carne	76.9	66.7	79.5
Canned beef	80.0	77.2	80.0
Canned beef hash	86.2	83.3	88.9
Luncheon meats	86.8	78.0	79.1
Meat spreads	82.0	76.0	76.0
All other kinds	83.8	73.4	78.2

Dirty Water Causes Loss At Kansas Packing Plant

Dirty water from city mains in Arkansas City, Kans., has caused the loss of thousands of dollars in production and workers' salaries at the local plant of Maurer-Neuer Corp., William A. Conroy, general manager, notified city officials recently. He said the discoloration problem has become acute in the past six months.

At unpredictable intervals, the

PURVEYOR FINDS GIRLS, FIRM ARE REMEMBERED

The "Michaud Girls" are doing an effective job in calling attention to "Insta-Freez" portion-control meats of A. Michaud Co., Philadelphia, says

Abner Michaud, president of the meat purveying concern. Food brokers, distributors and mass feeders remember the unusual photos featured in trade magazine advertisements so Michaud representatives find introduction to prospective customers easier. Catchy captions lead readers into copy about the company's patented freezing technique, said to "lock in" flavor, juices



Meet the Michaud Girls...

Ambassadors extraordinary, telling tales about our quite remarkable **INSTA-FREEZ** portion-control meats... in their own remarkable way



and bloom. Color-cartoning and "Protect-A-Pak" plastic wrap are among other features extolled. The ads invite readers to write for a 24-page color brochure describing Michaud line, which includes 52 meat, poultry, sea food and specialty items. Reprints of ads suitable for framing also are offered free to readers who would like to preserve photos of the purveying company's "ambassadors extraordinary." Abner Michaud is an active member of the National Association of Hotel and Restaurant Meat Purveyors.

water turns black and has a tendency to color meat that is being processed, Conroy explained. As a result, the meat will not pass federal inspection. If the water does not clear up, employees are sent home.

A. L. Short, city manager, said the city has ordered new equipment for cleaning out water mains but that the

job may require the rest of 1958. It was indicated that manganese in the mains may be responsible.

The company is studying the problem in an attempt to find a remedy, Conroy said, and may have to develop its own water system that can be used on a standby basis when the city water becomes dirty.

RED
on to
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Canned meats—always in good taste



... and packaged with good taste



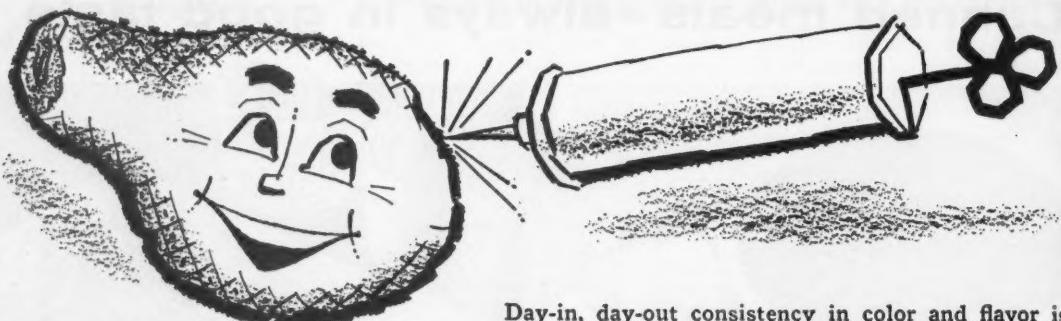
... in cans by **CONTINENTAL**

There are more than one hundred varieties of canned meats . . . always in good taste and enjoyed by more American families every day. Convenient to buy, easy to prepare in many delicious ways, good with any meal or for a snack — canned meats are one of America's favorite food buys.



 **CONTINENTAL
CAN COMPANY**

Eastern Division: 100 East 42nd Street, New York 17
Central Division: 135 South La Salle Street, Chicago 3
Pacific Division: Russ Building, San Francisco 4
Canadian Division: 5595 Pare Street, Montreal, Que.



HAD ENOUGH? OF INCONSISTENT FLAVOR and COLOR

S-1097 WESTPHALIA CURE

With Silica Gel • Pat. Applied For

IS THE **SURE CURE**

THE BALTIMORE SPICE CO. 12 S. Front St., Baltimore 2, Md.

Day-in, day-out consistency in color and flavor is assured with S-1097 WESTPHALIA CURE!

S-1097 WESTPHALIA CURE with SILICA GEL (Patent applied for) maintains the proper percentage of sodium nitrite *regardless* of temperature or humidity. S-1097 WESTPHALIA CURE is remarkably stable, always dependable.

Add to the benefits of consistent curing, the advantages of free-flowing, non-caking. No lumps, no chunks, no chisel needed to get S-1097 out of the drum.

Generous introductory offer, no obligation. Just tear out this advertisement, pin it to your letterhead for prompt results.



Write for your copy of this book! 80 pages of ideas that can help YOU capitalize on the spectacular 1958 National Hot Dog Month Promotion! Get started early! Get your request in now!

Too-Pak, Inc.
Chicago • San Francisco



Too-Pak of Canada, Ltd.
Toronto
Importing Division

Anyone can do a job the hard way. Make it easy for yourself, use the PURCHASING GUIDE to buy for your plant. It has product information of all leading suppliers. Why don't you . . .

put your foot down!

USE the PURCHASING GUIDE.
It'll save you time and money!



International Packers' Net Increases 37% in Year

Net income of International Packers, Ltd., Chicago, for the year ended December 31, 1957, increased 37 per cent over the prior year, H. H. Luning, president, and A. Thomas Taylor, chairman of the board, disclosed in the annual report to stockholders. Earnings of the parent company, including dividends from Brazil and England, were \$1,777,089, or 94c a share, compared with \$1,291,385, or 65c a share, for 1956.

Combined results of foreign operations, excluding Uruguay, also improved over the prior year and showed a profit of \$2,334,663 expressed in U. S. currency, Luning and Taylor said. Net sales totaled \$29,976,688, compared with \$28,995,628 in 1956. Dividends of \$852,871 were paid to the parent company from the earnings of foreign subsidiaries. Management and service fees from subsidiaries amounted to \$871,617, and commissions, interest and other income totaled \$694,525.

"All sales units showed a profit and our major problem during the year was obtaining sufficient product for our outlets," the executives reported. "We consider this a healthy position and are endeavoring by various means to supplement supplies. Volume and profits for the first two months have given us a good start for 1958."

The proposed acquisition of the foreign subsidiaries and branches of Armour and Company will result in "substantial" advantages for International Packers, they said.

Excluded from the results of International Packers' foreign subsidiaries for 1957 was an operating loss

of \$1,878,339 experienced by the Uruguayan subsidiary, which was closed in December and now is being liquidated. "It is possible that the proceeds from the sale of the assets may not be sufficient to liquidate liabilities so there may be no recovery on the investment in Uruguay," Luning and Taylor noted.

50 Papers Scheduled for Industrial Waste Meeting

Approximately 50 papers on recent developments in the treatment, analysis and control of industrial wastes will be presented at the 13th Purdue Industrial Waste Conference, to be held May 5-7 at the Purdue University Memorial Union building, Lafayette, Ind.

Among the titles are: "Designing a Combined Treatment Works for Municipal Sewage and Packinghouse Wastes at Austin, Minn." by K. V. Hill; "Complete Aerobic Treatment of Sanitary Sewage," by R. F. Weston and H. Zablotsky; "Rate of Oxygen Consumption and Respiratory Quotients During the Aerobic Decomposition of a Synthetic Garbage," by K. L. Schultze, and "Processing Plants that Handle up to 6,000 Chickens per Hour," by J. M. Bolton.

'Pan-Packed' Easter Ham

Seiler's, Inc., Philadelphia, will introduce a new "pan-packed" ham for Easter. The fully-cooked ham will be packaged in a reusable Ekco-Ware pan, covered with transparent film for product visibility. Ekco Aluminum Co. is the package supplier.

The Seiler concern recently named Robinson, Adleman & Montgomery, Philadelphia, as ad agency.

Federal Meat Inspection Is Granted to Nine Firms

The Meat Inspection Division has granted federal inspection to the following firms: Swift & Company, 400 S. Mint st., mail, P. O. Box 629, Charlotte, N. C.; Penn Packing Co., Butler and Tulip sts., Philadelphia 24, Pa., and The Great Atlantic & Pacific Tea Co., Chemway rd., mail, P. O. Box 1209, Charlotte, N. C.

Also, The Elnor Provision Co., Inc., 2394 Canal rd., Cleveland, 13, O., and subsidiary Flav-A-Redi Meat Co., Inc.; Gretchen Grant Kitchens, Inc., 101-105 Pacific ave., Jersey City 4, N. J.; Azteca Frozen Foods, 1090 W. Church st., mail, P. O. Box 3091, Fresno, Calif.; Landrey Food Distributor, 2101 N. Broadway, mail, P. O. Box 933, Muncie, Ind.; Valley Sausage Co., Ordel rd., mail, P. O. Box 581, La Grange, Ore., and Montag Sales, Inc., 948 Arden Way, Sacramento 15, Calif.

Inspection was withdrawn from Bryan Bros. Packing Co. of Alabama, Birmingham, Ala.

MID also has granted the following extensions of meat inspection: John P. Harding Market Co., 728 W. Madison st., Chicago, to include subsidiary Zanella Corp.; Vitale Food Corp., 936 W. Florence ave., Inglewood, Calif., to include subsidiaries Farmer In The Dell Barbecued Products, L. A. Catering Co. and Presto Frozen Foods, and The Denver Tamale & Supply Co., Inc., 1050 Tenth st., Denver, Colo., to include subsidiaries Lilley Products and Pedro Brand Frozen Foods, Inc.

'Hot Dog Diggity' Party Is Lure for Armour Franks

A "Hot Dog Diggity" in-store merchandising promotion is being conducted by Armour and Company, Chicago, in behalf of Armour Star franks. Every package of the franks includes a free booklet in cartoon style, full of ways to hold a children's party.

In addition to ideas for party games and table decorations, the booklet includes simple but unusual recipes for hot dog meals and snacks. The package also contains a send-in offer for 12 "Hot Dog Diggity" party invitations and a junior chef's apron for the young host or hostesses.

Supporting advertising stresses the nutritional benefits of franks.

Distributors' Convention

The 31st annual convention of the National Food Distributors' Association has been set for August 11-14 at the Sherman Hotel, Chicago.



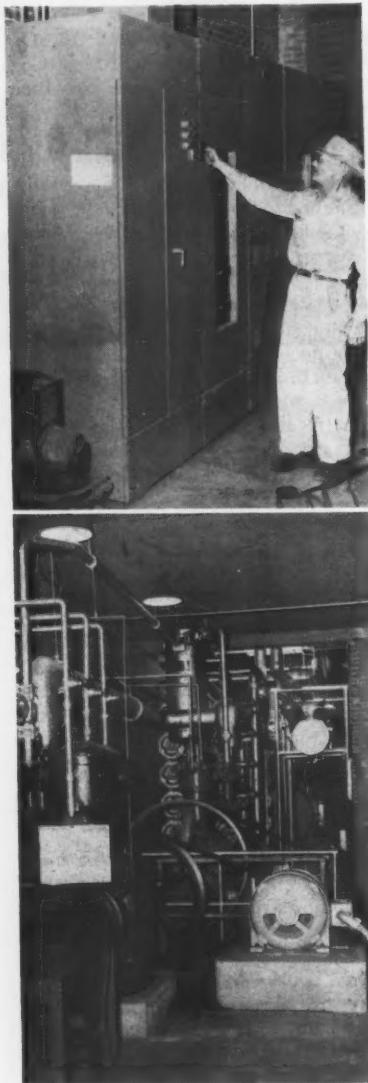
AWARD OF MERIT is presented to Israel Oscherwitz (second from left) of Oscherwitz & Sons, Cincinnati, by Harry Davenport (right), sales representative of Cryovac Co., division of W. R. Grace & Co. Looking on are Milton Oscherwitz (left) and Bernie Oscherwitz of sausage firm. Award was in recognition of company's outstanding packaging and merchandising program developed to promote the sale of its vacuum-packed kosher sausage line.

Fort Worth Concern Expands

[Continued from page 28]

ing units; the plant has a total of 30. Cooler doors are Jamison units. The supporting columns for the building are constructed of steel-reinforced concrete.

In older departments where wall tile is not installed, the firm uses an A. C. Horn enamel that is applied to plaster which covers the cork. Man-



TOP: W. D. Wheeler, chief engineer, pulls breaker bar on master switch box. BOTTOM: In single file, compressors, condensers, boiler, etc., fill the "shoehorn" power house.

agement reports that the material is impervious to water, is easy to clean and requires reapplication about once a year.

The firm that started as a one-man shop operated by Joseph Gumiński in 1923 has grown to a corporation employing 130 plant and office

workers and 10 foot salesmen. The firm has enjoyed progressive prosperity, reports L. E. Vance, secretary-treasurer. At the year's end the employees are given a bonus weighted according to base salary and seniority. Other officials of the concern are Fred and Stanley A. Gumiński, both vice presidents.

Food Additive Legislation Is Set Aside In New York

Proposed New York state legislation to regulate the use of chemical additives in food was set aside for further study following a hearing conducted by the joint legislative committee on imitation food products.

Assemblyman Willard C. Drumm of Niverville, committee chairman, said at the conclusion of the hearing that he believed plans for such legislation should be postponed this year and that he would form a study committee.

Under consideration were two alternative bills. One would place an additive control agency under the supervision of the state health department, and the other would put the program under the state department of agriculture and markets.

Opponents at the hearing included George L. Cross, representing Tobin Packing Co., Inc., Rochester and Albany, N.Y. Cross said his main objection to the proposed state law is that it would conflict with and overlap any forthcoming federal law on the subject. He also contended that state legislation would place a burden on interstate commerce, restrict the use of harmless additives and make it necessary to check the safety of even old, tried-and-true chemicals employed in the processing of foods.

Utah Blocks Meat Imports For Not Listing Weights

The Utah state agriculture department has started to clamp embargoes on some shipments of packaged meat into that state because the net weight is not listed, George Q. Spencer, chairman of the Utah state agriculture commission, announced.

Utah law requires the net weight of the contents to be stated on any package containing food, he pointed out. The U. S. Department of Agriculture recently relaxed its rules and allows the omission of net weight marking on some packaged meat.

When such shipments have been intercepted by Utah state inspectors, the meat has been embargoed until the processor provided the required data, Spencer said.

Purveyor is Pleased with Saturday 'Retail Sales'

Opening the plant to the public on Saturdays and offering the same portioned meat cuts that are sold to restaurants and hotels in the Washington, D. C., area demonstrated a new profit potential at Murry's Steaks, Inc., Alexandria, Va.

The idea of Saturday "retail sales" was tested on an experimental basis just prior to the holiday season. A newspaper ad offered "specials" to home freezer owners on Delmonico steaks, filet mignon, sirloins, T-bones, chuck and other items. The meat was offered on a per pound price basis and was packaged in white cardboard cartons containing anywhere up to a dozen units.

Approximately ten items were offered for the first event and for two succeeding Saturday "open houses." All sold product far beyond expectations. Alfred Mendelsohn, company founder, conceived the idea when he found that numerous restaurant patrons after eating Murry's products had asked where they could buy the same portioned meats for home freezer storage and later serving.

An elaborate newspaper display announced that the Alexandria plant would be open for an eight-hour period on the following Saturday. Processing tables were converted into "display tables" with white covers, explanatory signs and plant personnel standing by to act as salesmen for the specialties offered.

So many people crowded into the plant, despite its somewhat hard-to-reach location, that Murry's Steaks, Inc., hastily contracted for the painting of three-color signs to welcome visitors to the plant and direct them to the display room at the rear.

Volume jumped from \$1,200 on the first Saturday to more than \$4,000 on the third Saturday and has continued so encouraging that the Saturday "retail sales" will be continued by the purveying concern.

New York to Buy Meat Under State-Approved Inspection

The state of New York plans to buy meat for the first time from establishments operating under the health department's new meat inspection program. Previously, the state has contracted only for federally-inspected meat.

The move opens to New York state meat producers and packers an important new market, Herman E. Hilleboe, state health commissioner, pointed out recently.

DOUBLE CAPACITY REDUCE LABOR SAVE SPACE

Mepaco

ROTARY
HAM and BACON WASHER

One of the Nation's largest meat packers reports, "We have increased output from 97 to 200 pieces per man per hour; and every piece is spotlessly clean."

Fewer people turn out more because the machine does the work. Hot water under pressure thoroughly cleans; open grid turntable affords complete rinsing and drainage.

Entire unit, exclusive of conveyors, tables or chutes, occupies a floor area 60"x65"; and it is 72" high. Turntable can be rotated in either direction.

Specifications

MEPACO ROTARY HAM and BACON WASHER

Illustration shows loading and take-off tables which may be interchanged if turntable is rotated in other direction; or, which will not be furnished if you want to affix your own table, conveyor or chute. Unit comes complete with pump and steam injection hot water heater. It is powered by two three-phase motors; $\frac{1}{2}$ HP and $1\frac{1}{2}$ HP. Speed is adjustable from 300 to 900 pieces per hour. Anti-friction bearings and protected motors minimize maintenance. Uses about 22 gallons of water per minute at 60 pounds gauge pressure. Stainless steel is easy to keep clean. Construction is rugged and dependable.

For further information write Department P or teletype OA 532

Mepaco

MEAT PACKERS EQUIPMENT CO.

Telephone KELlog 2-1655 • 1226 - 49th Avenue, Oakland 1, California

NIMPA Division Hears Hide Warning

Also Told Wide-Ranging Frankfurter Costs Indicate Something is Wrong

If higher than 10 per cent of its hides are to get a full cure, the meat industry must develop and adopt the brine curing method.

If the incidence of No. 2 hides is to be reduced by 50 per cent, the industry must use mechanical skinning knives.

If packers want tanners to pay more for hides, the meat industry will have to trim hides better and retain material that is useless to the tanners.

If the meat packing industry should fail to take these corrective steps it may well experience further shrinkage in its hide market, according to Edgar W. Drew, manager of the hide purchasing department, International Shoe Co., St. Louis. Drew addressed the meeting of the midwestern division of the National Independent Meat Packers Association in Omaha last week.

Drew backed up his recommendations with figures and pictures. He showed pictures of footwear which do not contain any leather.

International Shoe has a 12-man research team that is looking for ways to make better shoes at lower prices; part of team's work consists of eliminating poor materials and replacing them with new and better ones.

Drew said that the need for top quality raw material is emphasized by the decline in demand for hides and particularly for the heavies. As late as 1940, leather accounted for about 80 per cent of shoe soles, but the figure has now dropped to about 34 per cent. The demand for heavy work shoes and military leather has declined by as much as 50 per cent. Substitutes have replaced leather in about 75 per cent of the luggage, belting and bags market, Drew stated.

While annual shoe production increased from 450,000,000 pairs in 1940 to 600,000,000 today, the amount of leather used per shoe, and the demand for all leather except upper material, have fallen off. However, hide production, and particularly heavy hides, has increased. The primary demand in the shoe industry now is for light upper leather.

Needs for upper leather are about as follows: 20 to 25 per cent in the 30- to 40-lb. range; 25 to 30 per cent in the 40- to 50-lb. range; 30 to 40 per cent in the 50- to 60-lb. range, and 10 to 15 per cent in the 60- to 70-lb. range. The desirable limit for hides for upper leather is 65 lbs. However, the leather industry must use 70-lb. rawstock and, in many cases, hides weighing as much as 80

lbs. Upper leather accounts for 60 to 70 per cent of hide consumption in the United States.

Sole leather comes primarily from 58-lb./up branded steers, a small percentage of branded cows and a smaller percentage of light and heavy native cow hides for women's lightweight high grade soles. If heavy native steers and native cows are used for sole leather they must compare favorably in price with branded steers and branded cows.

Upholstery, bag, case and strap leathers come primarily from 58-lb./up native steers and 53-lb./up native cows. The hides must be grub free. The demand for hides (excluding upper leather) scarcely reaches 40 per cent of the 23,500,000 to 24,500,000 hides produced each year in this country. The demand is for light hides while the meat industry has heavies to sell.

In pointing out that cut and scored hides must be bought at the bottom of the list since nobody wants them Drew commented that No. 2's sometimes run as high as 70 per cent of a packer's takeoff. He emphasized that cuts and scores can be reduced 50 per cent when mechanical knives are used for skinning. He suggested that the industry should revise its standards of trim; about 8.8 per cent of an upper leather hide is now trimmed off at the tannery where the trimmings have no utility.

Drew said that the foreign material—fat, blood and manure—for which the tanner pays freight—averages as much as \$20 per ton f.o.b. He asserted that if International had not paid freight in 1957 on that part of its hides from which no leather was made it could have paid its suppliers \$150,000 more for their hides without incurring any loss. He suggested that much of this material could be salvaged at the packinghouse and would pay for the cost of preparing hides properly. Several concerns, including Valentine Packing Co. and United Beef Co., are furnishing International with hides having better takeoff and trim.

Quality can also be improved by brine curing. Drew claimed that only about 10 per cent of salt packed



MIDWESTERN DIRECTORS and NIMPA officials at the meeting included: Lloyd Needham, president, Sioux City Dressed Pork, Inc., Sioux City; E. Y. Lingle, president, Seitz Packing Co., St. Joseph; Lester B. Booley, vice president, Booley Packing Co., Des Moines; Michael J. Sambol, president, Sambol Packing Co., Kansas City; Edward W. Olszewski, vice president, American Packing Co., St. Louis, and John Killick, executive secretary, NIMPA. Harry J. Reitz, vice president, Reitz Meat Products Co., Raytown, Mo., left earlier to catch a plane.

*Volume packers of meat, cheese,
frozen foods and other perishables
boost production rates on inert-gas
and vacuum packaging lines*



The new Flex-Vac Model 6-12 reduced Taylor's production line from 17 to 13 people — yielded better than 14% extra production — a net gain in output of 50% per man-hour.



John Taylor Cumbler, President
Taylor Provision Company
Trenton, New Jersey:

"Our new 'Flex-Vac 6-12' has given us a 50% gain in output per man-hour"

This new, continuous, fully-automatic rotary packager will handle standard 4x4-inch packages (single or twin-pack) at speeds of 60 units per minute or better. It will wrap 4x8-inch products at 30 packages per minute.

Saves 50% on packaging material

Model 6-12 Flex-Vac cuts conventional wide heat-seal closure to a neat $\frac{1}{4}$ " lip—for most packagers, a saving on materials of 50%.

Perfect registration, flow control

The new Flex-Vac has its own in-feed conveyor to assure completely accurate product registration and complete flow control.

Flex-Vac "6-12" gives you more attractive packaging . . . greater merchandising flexibility. "6-12" packages display better—open the way to larger unit sales—make possible new combination and tie-in promotions.

Send for complete data

We'll be glad to send you more detailed information, including actual production-line photographs and current performance records.

STANDARD PACKAGING CORPORATION



FLEXIBLE PACKAGING DIVISION, CLIFTON, N. J.
MODERN PACKAGES DIVISION, LOS ANGELES, CALIF.

T.M. SALES OFFICES: 551 Fifth Avenue, New York 17, N. Y. • 1 Lisbon Street, Clifton, N. J. • 1200 Fullerton Avenue, Chicago, Ill. • St. Albans, Vt.
Shelton Springs, Vt. • 806 Park Square Building, Boston 16, Mass. • 123 South Broad Street, Philadelphia 9, Pa. • 734 S. E. Arkeney, Portland, Ore.
4500 East Dunham Street, Los Angeles, Calif. • 430 40th Street, Oakland, Calif. • 68 35th Street, Brooklyn, N. Y. • Burlington, Ontario, Canada



COLOR GUARD!

exactly the
word for...

SEASOLIN

Non-Chemical Color and Flavor Retainer

This scientific non-chemical Color fixative preserves the vital, natural appearance of prepared Meat Products—not only "on the cut," but all the way through.

Keeps bologna, salamis, meat loaves and processed meats more flavorful . . . LONGER. Increases shelf-life, minimizes spoilage, reduces re-work, promotes quicker drying of dry and semi-dry products. Improves pre-packaged items, keeping moisture development to a minimum.

Approved for use in Federally inspected establishments—and doubly approved by meat men who have tested its bacteria restraining power!

... and NO CHANGE IN YOUR PRESENT FORMULAS NECESSARY!



try a sample drum . . .

Write or phone today!

Sole Manufacturers of the Famous

FLAVOR-LOK—Natural and Soluble Seasonings

VITAPHOS—Phosphate for Emulsion Products

VITA-CURAID—The Phosphate Compound for Pumping Pickle

TIETOLIN—Albumin Binder and Meat Improver

SEASOLIN—Non Chemical Preserver of Color and Freshness



FIRST SPICE

Mixing Company, Inc.

NEW YORK 13, N. Y. — 19 Vestry Street

SAN FRANCISCO 7, CAL. — 185 Arkansas St.

TORONTO 10, CANADA — 98 Tycos Drive

hides are fully cured. Even more important, he said is the fact that brined hides cure within 24 hours and before the hides have any chance to deteriorate.

Drew mentioned a number of objections to salt packing: It is doubtful whether salt can penetrate a fat hide within the critical first 48 hours; the process requires a lot of space, and the pack cured hides can only be kept



W. J. MERCER, manager, hide department, Cudahy Packing Co., Omaha, and E. W. Drew, manager, hide purchasing department, International Shoe Co., St. Louis, exchange views on salt and brine hide curing.

under refrigeration at the tannery if a sound piece of leather is to be produced. Noting that takeup labor is expensive, Drew said that the packer is paying 30c per hide in taking up a pack of 1,200 hides if he is paying as low as \$1 per hour for labor. This cost estimate is based on records from several plants, Drew noted.

In the new plant of Royal Packing Co. at East St. Louis, hides are cured within 24 to 28 hours, drained 24 hours, bundled, tagged and loaded for shipment. Scientific tests show these hides are fully cured, Drew told the NIMPA group.

He reported that experience with brine cured hides from Swift and Wilson plants has been excellent. He showed the audience a picture of fleshed and cured hides purchased from Delph in Indianapolis and stated that the tanner needs such raw stock if leather is to expand its market.

(The mechanics of brine curing are described in the following PROVISIONER articles: page 13, July 27, 1946, deals with a Swift & Company installation; page 68, September 15, 1950, is discussion of the technique by Dr. Dale W. Kaufmann of International Salt Co.; page 24, November 3, 1956, describes the fleshing and brine curing methods employed by M. A. Delph Co.; page 26, Jan. 11,

1958, describes fleshing, curing and handling techniques utilized by Spencer Packing Co. The American Meat Institute Foundation has prepared several bulletins on brine curing and demanuring.)

SCIENTIST: Research is essentially an attitude of mind which always asks, "How can I do better what I am now doing?" Dr. Roy E. Morse, professor of food science, Rutgers University, New Brunswick, N. J., observed in his talk before the NIMPA group. He pointed out that in any research work only one variable should be examined at one time if reliable results are to be obtained.

Projects under way at Rutgers include one study of the rate of penetration of curing ingredients into a solid piece of meat, and the effects of temperature on the rate of penetration and cure. Percentage of salt concentration, the acidity of the meat and cure and their influence on the curing process are also being investigated at the school.

Work on packaging fresh meats has involved such variables as temperature, vacuum and packaging material. In some tests on fresh meat held for nine days the bright red color returned at the end of this period, even though the meat had lost its original color after the first six to eight hours. This packaged product is now being consumer tested, Morse reported.

Dr. Morse said that the type of equipment used to comminute meat has an effect on the end product. When equipment is changed the finished product should be re-evaluated. Meat particle size has a bearing on the stability and tenderness of the product, Dr. Morse added.

The Rutgers scientist predicted that pump type sausage stuffing (see THE NATIONAL PROVISIONER of February 15, page 17) and continuous sausage manufacturing will make progress. Low temperature lard rendering, for which several systems are now avail-

able, has put lard back into the fat picture, Morse asserted. He predicted that electronic smoking will move forward despite a temporary stalemate.

Morse advised packers who are plagued with corrosion problems to investigate the use of fibreglas and plastic equipment. In one meat plant some of the piping had to be replaced every six months until plastics solved the problem.

In reporting on electrical stunning research at Rutgers, Morse indicated that inspection-confusing lung hemorrhages have been encountered in handling hogs, but that the incidence has not been so high as to eliminate hope that the method might not be perfected with continued research.

COSTS: The spread in cost figures revealed in NIMPA's frankfurter survey reflects either gross mismanagement or failure to cost products properly, said Joseph E. Skram, office manager of Seitz Packing Co., in his report as co-chairman of the midwestern division of the NIMPA Accounting Conference. In either case, he said, the industry urgently needs a uniform system of cost determination, and he attributed much "distress" selling to lack of cost knowledge.

In the frankfurter survey the participating firms reported their costs for skinless frankfurters in 1-lb. packages as:

Selling and delivery, from a low of \$1.05 per cwt. to a high of \$9.23.

Overhead, from a low of \$1.72 per cwt. to a high of \$5.19.

Departmental labor, from a low of 90c per cwt. to a high of \$10.27.

All expenses, from a low of \$7.44 per cwt. to a high of \$29.70.

Among midwestern division members reporting the all-expense low for frankfurters was \$11.58 and the high was \$21.21.

Skram invited member and non-member companies to send their accounting representative to the Conference meetings to help formulate

INTERDEPENDENCE of cost and quality controls is discussed by J. C. Rosse, Omaha-Denver manager, Livestock Conservation, Inc.; Dr. Roy E. Morse, professor of food science, Rutgers University, New Brunswick, N.J., and Joseph Skram, office manager, Seitz Packing Co., St. Joseph.



cost procedures that will aid in profitable selling.

James A. Gilker, attorney and labor consultant, urged the members to assemble cost and productivity data. Without these facts management can never hope to negotiate intelligently with union representatives who have the services of a central organization with engineering and cost departments. Gilker said that the packers' contract problem is basically one of communications; the employee must feel that there is a community of interest between management problems and his own well being.

MERCHANDISING: In a recent survey, 78 large supermarkets reported that for the past three months over 49 per cent of their total sliced bacon sales had been the thick-sliced product. This item has a flavor that should be merchandised by packers, advised C. E. Fessel of Fessel/Siegfried, Inc., Louisville. He reported that under the NIMPA regional billboard advertising program poster material is available for thick-sliced bacon.

Chris Finkbeiner, NIMPA president, urged the members to make their views on pending legislation known to their representatives in Congress immediately.

John Killick, NIMPA executive sec-

retary, reported that the three major industry associations have scheduled a meeting to explore areas where they can work together. The meeting will take place in Denver sometime during April.

On Saturday a sales training meeting was held by NIMPA's director of sales training, Fred Sharpe, and the Accounting Conference heard C. A. Bastow, comptroller of The Cudahy Packing Co., discuss how timely profit and loss statements can help packing-house management.

The region reelected Edward W. Olszewski, American Packing Co., St. Louis, as regional vice president, and Harry J. Reitz, Reitz Meat Products Co., Raytown, Mo., and E. Y. Lingle, Seitz Packing Co., St. Joseph, as regional directors. Ray Schweigert, Schweigert Meat Co., Minneapolis, was chosen as a new director.

Step up Incentives, Says Premium Advertising Man

"The slumping American economy will suffer through lack of aggressive sales stimulation unless consumers, dealers and salesmen are given extra incentives to produce extra sales, and unless promotions and promotional budgets are stepped up instead of

cut back," says Gordon C. Bowen, chairman of the Premium Advertising Association of America.

His comments were made in an invitation to sales, advertising and merchandising men to attend the PAAA's 25th anniversary National Premium Buyers Exposition, to be held April 14 to 17 at Navy Pier in Chicago.

Attendance at the show is limited to premium users and their advertising agencies.

The PAAA will hold its Premium Advertising Conference at Navy Pier on Tuesday morning, April 15, with a panel of speakers headed by George Clements, president of Jewel Tea Co. Attendance at the conference is open to all businessmen interested in the field.

Western Packaging Show

With production costs still on the upswing, the Western Packaging and Materials Handling Exposition scheduled for August 11-13 at the San Francisco Civic Auditorium will be especially welcomed by western manufacturers searching for new methods that will reduce expenses without sacrificing either quality or efficiency of production, says Clapp & Polak, producer of the show.

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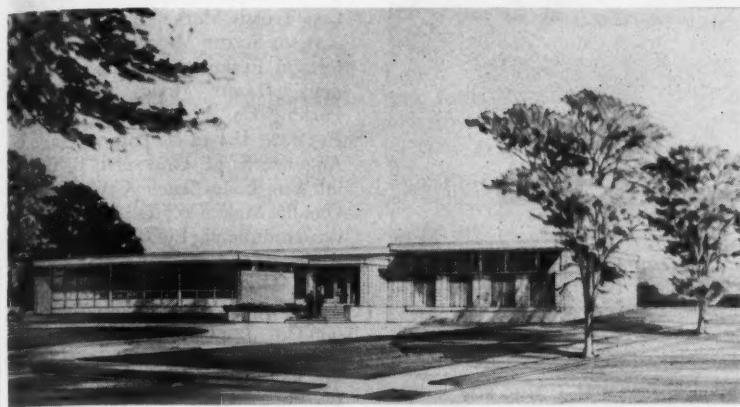
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22, 1958

The Meat Trail...



MODERN NEW sausage plant for Vollwerth Marquette Co. is expected to be completed by June 1. The Marquette (Mich.) firm distributes product in eastern half of Upper Peninsula.

Upper Michigan Firm Is Building New Sausage Plant

Construction of a new \$250,000 sausage plant in Marquette, Mich., for Vollwerth Marquette Co. is underway, and completion is expected by June 1, JOSEPH A. FISHER, president, announced. The plant is designed for an initial weekly capacity of 35,000 lbs., with expansion potential of double that amount.

The firm also operates an extensive wholesale meat, margarine and allied items department, and facilities for these have been incorporated in the new building. The frame plant now occupied by the company will be razed upon completion of the new structure, Fisher said.

Architect for the new plant is EUGENE GJERSTAD of Marquette. The building will be of structural steel and block masonry construction with mosaic tile facade and generous expanses of glass. Interior surfaces of the plant will be of ceramic tile and concrete plaster, and floors of hardened concrete or tile. Insulation of the cooler areas will be 4 in. of Armstrong Armalite. Refrigeration doors are by Jamison, and Jamison neoprene flexible batten doors will be used between coolers.

Smoking will be done in three four-cage Atmos air-conditioned smokehouses with wet and dry bulb controls and water damper. An Atmos smoke generator is provided. Product movement will be by collapsible rail cages. Refrigeration will be by one 4 x 4 and one 3 x 3 York compressor and one 5½ x 5½ Howe compressor with an ammonia recirculating system. Gebhardt stainless steel enclosed blower units are in the coolers.

The plan includes a specially-designed dual purpose blast chill cooler

for quick chill of small products such as wieners and for conventional chilling of larger products. This room will be cooled by two Conditionair units with air velocity reduction system to prevent excessive drying during conventional chilling periods.

Heat source for the building will be a high pressure, package-type, oil-fired boiler-burner unit. Year-around air conditioning will be provided. A casing storage room will be equipped with a humidifier and humidistat for constant humidity control.

The Vollwerth Marquette Co. was formed in July, 1956, when the owners of Vollwerth and Co., Hancock, Mich., purchased the assets and operating facilities of the now-defunct Merchants Wholesale Meat Corp. The firm manufactures a complete line of sausage and smoked meat products, specializing in skinless frankfurters and ring bologna. Thirty persons are employed. Marketing area covers the eastern half of the Upper Peninsula.

GEORGE VOLLWERTH is vice president of the company, and ROBERT M. LING is general manager. Other executives are: ADORNO SALANI, sales manager; JERE B. STAFFORD, general superintendent; ALFRED HAUSER, sausage superintendent, and CARL PLOETZKA, truck superintendent.

Fire Destroys Easter Hams

Several thousand hams being processed for the Easter holidays were destroyed March 16 by a fire of undetermined origin that roared through the third-floor smoke room of Blue Bird Food Products Co., Philadelphia. The blaze was confined to the smoke room and the roof above it.

'No Profit' So Danahy Firm Discontinues Hog Slaughter

The Danahy Packing Co., Buffalo, N. Y., has discontinued the slaughter of hogs for an indefinite period, BARNEY LEFCOWITZ, president, announced. The high cost of hogs and other expenses and inability to realize a profit on the operation motivated the decision, he said.

The company has been slaughtering 3,400 to 3,500 hogs a week. Danahy Packing will continue to manufacture sausage products, smoked meats and hams but will buy its pork cuts from other sources, probably in the Midwest, Lefcowitz explained. The company will retain its hog slaughtering facilities and may resume that operation if and when conditions change, he said.

Danahy Packing discontinued cattle slaughtering about 1944. The company, now 70 years old, was purchased by Lefcowitz and his associates early in 1954.

21 Directors Are Named by Southern California Jobbers

Members of the newly-elected board of directors of the Associated Meat Jobbers of Southern California, Los Angeles, are:

JOSEPH AROUH, West Coast Meat Co., Los Angeles; MARION B. EDMONDS, Davidson-Chudacoff Co., Culver City; T. RUSSELL FIELDS, Western Packers, Los Angeles; JAMES P. GARVIN, Golden State Meat Co., Los An-



TV VIEWERS in Western Washington were given complete tour of Milwaukee Sausage Co., Seattle, recently when firm was featured on KING-TV's "Richfield Success Story." Scott Easton, MC of television program, chats with operator above while camera is focused on cutting and packaging machine.



GRAND CHAMPION barrow of Eastern National Spring Market Hog Show, held at Baltimore Union Stock Yards, is admired by Homer Elder (left), hog buyer, and Theodore E. Schluderberg, president, The Wm. Schluderberg-T. J. Kudle Co., Baltimore. Exhibited by John Strawbridge, Stewartstown, Pa., the grand champion was purchased by Esskay for \$1.65 per pound. Firm bought large percentage of show's prize-winning hogs, as is its custom.



"TALA FLEET" of J. S. Hoffman Co., assembled at organization's Chicago headquarters, is inspected by Harry I. Hoffman (center, in dark overcoat), president, and members of executive staff. Side panels of every vehicle are decorated with Tala imported Polish ham sales message. Hoffman firm has been a leading importer and distributor of canned meats and cheese for 50 years. The company also produces its own line of domestic items.



SATURDAY DELIVERIES, special one-stop deliveries, credit and collection, and proper costing techniques were discussed at recent meeting of Chicago Association of Hotel and Restaurant Meat Purveyors, Inc. Speakers included (l. to r.): Harry Rudnick, secretary-counsel of association; Peter Schraeger, assistant purchasing agent, Pfaelzer Brothers, Inc.; Don Heyman, Bruss Provision Co.; association president Dederich Lunde, Lunde's Wholesale Meats, Inc., and Ellard Pfaelzer, president of Pfaelzer Brothers, Inc., all of Chicago.

geles; WILLARD GOLD, Quality Meat, Bakersfield; ALBERT LEVIE, Elgee Meats, Los Angeles, and MAX MERLIN, Trojan Market, Los Angeles.

Also, SCOTT METCALF, Crown Hotel and Restaurant Supply Co., Pasadena; HARRY MOSES, Harry Moses Packing Co., Los Angeles; URBAN N. PATMAN, Urban N. Patman, Inc., Los Angeles; R. M. GRIFFITH, R. C. Griffith Co., Long Beach; CHESTER HALE, Omaha Meat Co., Long Beach; IRVING HOCHBERG, LeDel Meat Co., Los Angeles, and REGGIE JENSEN, Bridgford Meat Co., San Diego.

Also, GABE KAHN, King Meat Packing Co., Los Angeles; ED KUHLKEN, Central Meat Co., San Diego; MORRIS M. RATNER, Ratner Bros. Meat and Provisions, Santa Monica; HARRY M. RAY, Davidson Meat Co., Los Angeles; HARVEY SAWYER, Harvey Sawyer Meat Co., Venice; H. J. TANENBAUM, American Provision Co., Los Angeles, and O. K. (BUCK) WEAVER, Milstead Meat Co., Los Angeles.

PLANTS

Webb & Co., Inc., Helena, Ark., has acquired the plant of the bankrupt Carroll Packing Co., Helena, and will operate the plant's killing facilities within two months, WALTER E. WEBB, president, announced. He said the abattoir will be known as Webb Packing Co., an operational division of Webb & Co. The parent concern has distributed meat in Phillips County and surrounding areas for 42 years. An affiliated firm, Wonder State Foods, Inc., was established four years ago for the manufacture of "Delta Queen" brand sausage.

Table Supply Meat Co., 1209-15 Howard st., Omaha, Neb., is adding new coolers and freezers that will triple the capacity of the plant, the firm has informed the NP. The expansion program will cost an estimated \$200,000.

B & M Meat Co., Long Beach, Calif., has leased an additional 5,500-sq.-ft. area in which to expand its sliced meat operation.

New freezer equipment is being installed by Gene Weber Wholesale Meats, Kirkwood, Mo.

A \$65,000 addition housing a new drying room and packaging room has been completed by Bison Products Co., Inc., Buffalo, N.Y.

A modern two-bed killing floor is under construction at the Diamond Meat Co., Kerman, Calif. A. L. (RED) DIAMOND expects to put the first cattle through about May 1. He kills Choice and Good grades of beef and

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22, 1958

supplies jobbers and brokers in the San Francisco-Oakland area.

The Palmer-Oates Meat Co. has begun operations in its modern new plant at 2641 W. Madison st., Chicago. URBAN PALMER and LESTER R. OATES are principals in the purveying concern.

Prairie Maid Meat Products Co., Lincoln, Neb., has completed a \$65,000 remodeling program. New refrigeration equipment and packaging machinery were installed.

Fire destroyed the sausage plant of WINSTON GANDY, JR., at Dovesville, N. C. The plant had been closed since the first of this year.

A new sausage kitchen, curing room, beef cooler and assembly room are being planned by Max German, Inc., St. Louis.

Nunn's Zero Lockers, Blanchester, O., has been purchased from R. C. NUNN by VERNON WILSON and his wife, who will continue to offer a custom butchering and meat processing service.

City Rendering Co., Nashville, Tenn., is installing equipment to begin the manufacture of feather meal.

Tesio Meat Co., Inc., Oakland, Calif., is remodeling its plant to meet new California state inspection requirements. Estimated cost is \$20,000. The company also plans to add a Cryovac operation, according to RENE R. GUERRA.

A modern, new slaughterhouse has been put into operation at Montana State Prison. The concrete block and glass tile building, constructed en-

tirely by prison inmates, cost about \$26,000 for materials and is appraised at \$125,000. Output is consumed at state institutions.

Intercity Packing Co., Passaic, N. J., will add a boning operation in the near future. A new cooler, freezers and new loading facilities are being planned by the firm.

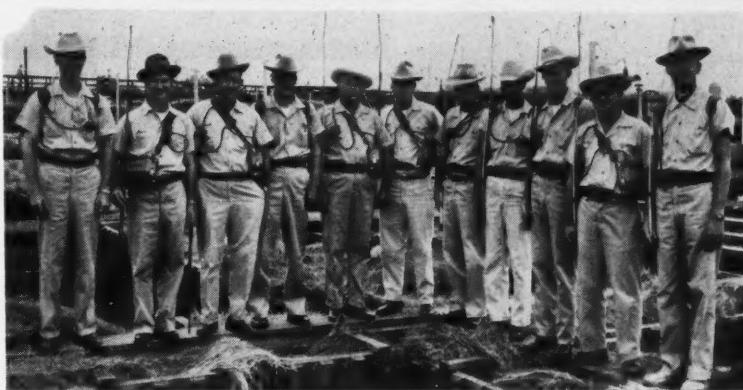
John Morrell & Co. has announced the removal of its New York City offices from 259 W. 14th st. to 205-07 Hillside ave., Hollis, L. I., N. Y.

Dutch Pantry, Inc., Selinsgrove, Pa., is installing an 8 x 8-ft. sharp freezer.

JOBS

DAN C. STOWE has been named executive vice president of Herman's Sausage Co., Tampa, Fla.

Wilson & Co., Inc., Chicago, has announced the promotion of three beef men. J. W. TAYLOR, formerly Boston district beef manager, was transferred to the headquarters beef department where his duties will include the handling of branch house beef sales and distribution at the headquarters level. EDWARD C. OLSSON, head cattle buyer at Kansas City, has been appointed manager

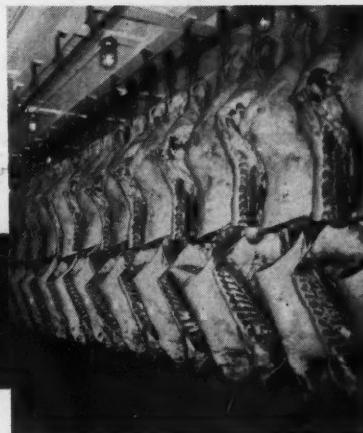


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Teletype SY39

DEVELOPMENT OF state meat inspection in Texas was topic of Sam Rosenthal (left) at convention of Texas Public Health Association in Dallas. Rosenthal, president of Samuels & Co., Dallas, is secretary of Texas Independent Meat Packers Association. At right is Dr. A. B. Rich, director of meat inspection service, Texas' state health department, who was moderator of program.

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of the newly-created Kansas City beef division, which consolidates the beef department and cattle buying. ROBERT K. DOWNE has been advanced to assistant manager of the Kansas City beef division in charge of the beef department. He formerly was assistant manager of the beef department.

The appointment of W. C. (BILL) HAASE as swine specialist in the general provisions department of Swift & Company, Chicago, has been announced by V.E. FRANZ, manager of Swift provisions operations.

Haase is a Purdue University graduate with 14 years of service as an associate in the agriculture research department at the Swift general office. In his new post, he will devote full time to such activities as merit hog buying procedures and the promotion of meat-type hogs.

KENNETH HORN has been named assistant purchasing agent for Stark, Wetzel & Co., Inc., Indianapolis.

TRAILMARKS

Roberts Meat Packing Co. will be one of the cooperating sponsors for the new daily women's television show to be introduced March 24 on Station WVUE-TV in Philadelphia. The program, entitled "Modern Living," will feature cooking instructions, with emphasis on low calorie foods. The invited studio audience will include groups such as women's clubs and service societies.

A group of men affiliated with the Turkey Growers' Association of Northern California, traveling in a chartered bus, visited the plant of Joplin Rendering Co., Joplin, Mo., last week. They told M. W. HARMON, manager, that they were interested in modern methods of rendering turkey viscera and feathers and had been informed that one of the latest and up-to-date plants is the Joplin concern.

The Federal Cold Storage division of City Products Corp. has taken over a refrigerated warehouse at 4057 S. Halsted st., Chicago. The warehouse has a capacity of approximately 1,500,000 cu. ft.

A capacity crowd attended the recent combined dinner and dance of

the New York Council of Wholesale Meat Dealers, Inc., and the New York-Bronx Retail Meat & Food Dealers, Inc., in the Waldorf-Astoria.

DEATHS

TWYMAN HUMPHREY, 53, founder and former owner of Standard Foods, Inc., Louisville, died of a heart attack. The company, which processes frozen meat specialties, was sold several years ago and now is headed by S. G. DABNEY. Humphrey started the business in 1932.

HENRY J. HOPPER, 79, retired office manager for Swift & Company at Denver, died recently in La Jolla, Calif. He retired in 1951 after 43 years with Swift.

Ben Campton, Western Figure For Half Century, Is Dead

BEN W. CAMPTON, 75, veteran of a half century in the meat packing industry, died suddenly in Los Angeles on March 15. He had served as Southern California representative of the Western States Meat Packers Association from the organization's founding in 1946 until January of this year and also was a manufacturers' representative in the sale of meat packing industry equipment and supplies.

Campton began his career as a salesman for The Cudahy Packing Co. in Los Angeles. After leaving Cudahy, he became manager of the Associated Meat Co. plant in Los Angeles and then manager of the Hardy Packing Co. in San Diego. Campton returned to Los Angeles to become manager for Swift & Company when Associated Meat Co. was sold to Swift. He resigned from Swift in 1933 to become a partner with the late CLAUDE SAFSTROM in Sterling Meat Co.

When Sterling Meat Co. was sold several years later, Campton became executive secretary of Meat Packers, Inc., the local packers' organization in Los Angeles. He was elected president in 1945. Campton resigned from the organization in 1954.

Campton was prominent in Vernon Rotary Club activities and also served as a member of the Los Angeles city board of health for several years. He is survived by the widow, PHYLLIS, a son and a daughter.



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ALL MEAT... output, exports, imports, stocks

Meat Output Down; 11% Below Last Year

Production of meat under federal inspection last week declined after the previous week's modest advance due to reduced slaughter of calves, hogs and sheep. Volume of output for the period at 352,000,000 lbs. compared with 360,000,000 lbs. for the week before, and was 11 per cent smaller than the 393,000,000 lbs. produced in the same week of 1957. Cattle kill, while steady with the previous week, numbered about 37,000 head below last year. Hog slaughter, off by about 50,000 head for the week, lagged by about 100,000 head, or 8 per cent below last year. Estimated slaughter and meat production by classes appear below:

Week Ended	BEEF		PORK		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	(Excl. lard)	Production Mil. lbs.	
March 15, 1958	320	176.0	1,170	152.2	
March 8, 1958	320	176.0	1,220	158.7	
March 16, 1957	357	199.4	1,270	166.4	

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
March 15, 1958	119	12.5	225	11.0	352
March 8, 1958	125	13.1	240	11.8	360
March 16, 1957	149	15.9	237	11.6	393

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)				HOGS
	CATTLE		HOGS		
	Live	Dressed	Live	Dressed	
March 15, 1958	1,000	550	234	130	
March 8, 1958	1,000	550	234	130	
March 16, 1957	1,002	559	234	131	

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per Mil. cwt.
	Live	Dressed	Live	Dressed	
March 15, 1958	190	105	103	49	40.9
March 8, 1958	190	105	103	49	42.7
March 16, 1957	190	107	101	49	45.6

CHICAGO LARD STOCKS

Lard inventories in Chicago on March 14 totaled 7,656,079 lbs., according to the Chicago Board of Trade. This volume compared with 8,556,528 lbs. in storage on February 28 and 40,266,824 lbs. in storage on March 14, 1957.

Lard stocks in Chicago on March 14 were down by about 32,600,000 lbs. from a year earlier.

Lard stocks by classes (in pounds) appear in the table below:

	Mar. 14, 1958	Feb. 28, 1958	Mar. 14, 1957
P.S. Lard (a)	5,125,947	4,864,147	28,978,520
P.S. Lard (b)	280,000	1,355,040	2,770,334
Dry Rendered			
Lard (a) ...	118,832	118,832	4,610,202
Dry Rendered			
Lard (b) ...			1,218,768
Other Lard ...	2,131,300	2,218,500	2,689,000
TOTAL LARD: 7,656,079	8,556,528	40,266,824	

(a) Made since Oct. 1, 1957
(b) Made previous to Oct. 1, 1957

Meat Index At New High

The average price consumers paid for meat in the week ended March 11 was at a new high, according to the Bureau of Labor Statistics wholesale price index. Up almost one

percentage point from the week before, the index on meats stood at 104.6 per cent. This represented an increase of 6.1 points since the first week of the year and an advance of 22.4 points over last year's 82.2 recorded for the same March week. The average primary market price index rose a small fraction to 119.6, also a new high.

CALIFORNIA STATE INSPECTED SLAUGHTER

State inspected slaughter of livestock in California, January 1958-57, as reported to THE NATIONAL PROVISIONER:

	January 1958	1957
Cattle, head	38,949	45,259
Calves, head	21,980	28,808
Hogs, head	22,346	22,552
Sheep, head	34,852	42,755

Meat and lard production for January 1958-57 (in lbs.) were:

Sausage	7,143,850	5,244,527
Pork and beef	9,789,705	8,671,333
Lard, substitutes	961,831	620,761
Totals	17,895,386	14,536,621

As of January 31, 1958, California had 120 meat inspectors. Plants under state inspection totaled 366, and plants under state approved municipal inspection totaled 53.

MEAT EXPORT-IMPORTS

Exports of meat products from the United States in December decreased sharply from volume shipped out in the same month of 1956. Imports were up, with the largest increase in beef. Imports of pork were up to a small degree.

Exports of fresh or frozen beef and veal at 3,338,108 lbs. were down sharply from 12,173,966 lbs. shipped in December 1956. The outward movement of lard fell to 33,321,228 lbs. from December 1956 exports of 47,897,570 lbs. Exports of inedible tallow fell to 96,601,906 lbs. from 136,056,858 lbs. in December 1956.

On the import side, shipments of fresh beef at 26,434,877 lbs. were up many fold from the 2,852,007 lbs. a year earlier. Imports of canned and cooked hams and shoulders totaled 7,824,028 lbs. compared with 7,805,937 lbs. a year earlier. The USDA report on exports and imports of meat products is as follows:

Commodity	Dec. 1957	Dec. 1956
EXPORTS (Domestic)—	Pounds	Pounds
Beef and veal—		
Fresh or frozen	3,338,108	12,173,966
(except canned)		
Pickled or cured	1,114,206	1,469,535
Pork—		
Fresh or frozen	447,901	652,538
(except canned)		
Hams and shoulders	2,266,662	1,889,251
cured or cooked	222,387	155,233
Other pork, pickled, salted or otherwise cured	2,505,888	4,737,215
Sausage, bologna & frankfurters		
(except canned)	262,568	217,510
Other meats, except canned	5,693,466	11,234,708
Canned meats—		
Beef and veal	245,400	620,998
Sausage, bologna and frankfurters	378,242	1,067,477
Hams and shoulders	112,252	122,423
Other pork, canned	383,120	1,165,832
Other meats and meat products, canned	788,947	326,684
Lamb and mutton (except canned)	42,547	73,111
Lard (includes rendered pork fat)	33,321,228	47,897,570
Tallow, edible	441,721	771,927
Inedible, animal greases	96,601,906	136,056,858
Inedible animal oils, n.e.c.	134,510	163,764
Inedible animal greases and fats	5,569,351	8,913,376

IMPORTS

Beef, fresh or frozen	26,434,877	2,852,007
Veal, fresh or frozen	2,080,351	1,355
Beef and veal, pickled or cured	1,846,855	656,638
Canned beef (Includes corned beef)	9,436,956	7,635,021
Pork, fresh or chilled or frozen	2,769,329	2,009,434
Hams, shoulders, bacon and other pork ²	151,473	217,462
Canned cooked hams and shoulders	7,824,028	7,805,937
Other pork, prepared or preserved ³	1,098,759	681,735
Meats, fresh, chilled, frozen	599,853	19,800
Meats, canned, prep. or preserved	2,823,160	977,779
Lamb, mutton and goat meat	960,800	70,967
Tallow, inedible	62,240	59,900
Tallow, edible	.....	.....

¹Includes shortenings (chief weight animal fat).

²Not cooked, boned or canned or made into sausage.

³Includes pork sausage.

PROCESSED MEATS . . . SUPPLIES

February Movement of Meats Into Cold Storage Under Last Year, Below Average

MOVEMENT of meats into cold storage during February slowed down considerably since January, and for the same month last year, according to a U. S. Department of Agriculture report. The scant 2,000,000-

tories, about average for the month, reduced closing February holdings to 116,214,000 lbs. from 134,830,000 lbs. on January 31. February 28 stocks of beef were about 88,000,000 lbs., or 77 per cent below last year,

U. S. COLD STORAGE MEAT STOCKS, FEBRUARY 28, 1958

	Feb. 28	Jan. 31	Feb. 28	5-Yr. av.
Beef frozen	1958	1958	1957	1953-57
1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.
105,006	122,446	191,491	192,926	
11,208	12,384	12,685	9,904	
Total beef	116,214	134,830	204,176	202,840
Pork, frozen				
Picnics	6,118	8,019	15,873	*
Hams	48,118	39,265	70,994	*
Bellies	75,267	59,258	78,821	*
Other pork	52,077	56,814	97,027	*
Total frozen pork	181,580	163,356	262,715	270,294
Pork, in cure and cured:				
Bellies, D.S.	8,307	10,348	13,511	*
Other D.S. pork	6,366	7,575	10,858	*
Other cure pork	36,747	37,170	45,937	*
Total cure pork	51,420	55,068	70,306	110,284
Total, all pork	233,000	218,448	333,021	480,578
veal in freezer	9,325	11,113	15,947	16,084
Lamb and mutton in freezer	4,311	4,756	8,987	12,161
Canned meats in cooler	67,639	59,209	72,315	59,872
Total, all meats	430,980	429,157	634,446	771,555

On February 28, 1958, the government held in cold storage outside of processors' hands 2,346,000 lbs. of beef and 2,710,000 lbs. of pork. *Not reported separately previous to 1957.

lb. increase in total meats stocks for the month brought total inventories to 430,989,000 lbs. by the close of the month from 429,157,000 lbs. in storage at the close of January. Current meat holdings were also about 203,000,000 lbs. or 47 per cent below last year's February 28 stocks of 634,446,000 lbs. and 341,000,000 lbs., or about 80 per cent smaller than the five-year 1953-57 average of 771,555,000 lbs.

The month's decline in beef inven-

and about 86,000,000 lbs., or 76 per cent smaller than the average for the second month of the year.

Pork stocks, up by about 15,000,000 lbs. since the close of January, totaled 233,000,000 lbs. on February 28. Such inventories compared with last year's total of 333,021,000 lbs. for the date and the five-year average of 480,578,000 lbs. The February 1957 increase in pork holdings amounted to about 41,000,000 lbs., with the average gain about 28,000,-

DOMESTIC SAUSAGE

	(Ib. lb.)
Pork sausage, bulk	43½@46
in 1-lb. roll	
Pork saus., s.c., 1-lb. pk.	61@65
Frank., s.c., 1-lb. pk.	66½@71
Frank., skinless,	
1-lb. package	53
Bologna, ring (bulk)	51½@53
Bologna, art. cas. bulk	43½@46
Bologna, a.c., sliced,	
6-7 oz. pk. doz.	2.97@3.24
Smoked Liver, b.c., bulk	49½@53
Smoked Liver, b.c., bulk	42½@45
Polish saus., smoked	57@68
New Eng. lunch spec.	63½@76
Steak, 6-7 oz. doz.	3.99@4.92
Olive loaf, bulk	48½@55½
L. sliced, 6-7 oz. doz.	3.11@3.72
Blood and tongue, bulk	64@68
Pepper loaf, bulk	62½@74
P.L. sliced, 6-7 oz. doz.	3.11@4.80
Pickle & pimento loaf.	45½@52
P.L. sliced, 6-7 oz., down	2.96@3.60

SEEDS AND HERBS

	Whole	Ground
Caraway seed	20	25
Cominos seed	41	47
Mustard seed,		
fancy	23	
yellow Amer.	17	
Oregano	44	
Coriander,		
Morocco, No. 1	20	24
Marjoram, French	62	67
Sage, Dalmatian,	56	64

SPICES

(Basis Chicago, original barrels, bags, bales)

	Whole	Ground
Allspice, prime	82	92
Resifted	90	97
Chili, pepper	45	
Chili, powder	45	
Cloves, Zanzibar	64	69
Ginger, Jam., unbl.	92	98
Macr., fancy, Banda	3.50	4.00
West Indies	3.65	
East Indies	3.25	
Mustard flour, fancy	40	
No. 1	36	
West Indies nutmeg	2.50	
Paprika, Amer. No. 1	48	
Paprika, Spanish	65	
Cayenne pepper	62	
Pepper:		
Red, No. 1	57	
White	46	50
Black	37	40½

DRY SAUSAGE

(Ib. lb.)
Cervelat, ch. hog bungs.
Thuringer
Farmer
Holsteiner
Salamini, B. C.
Salamini, Genoa style
Salamini, cooked
Peperonni
Sicilian
Gorgborg
Mortadella

SAUSAGE CASINGS

(L.C.I. prices quoted to manufacturers of sausage)

Beef rounds: (Per set)

Clear, 29/35 mm. 1.05@1.35

Clear, 35/38 mm. 1.06@1.15

Clear, 35/40 mm. 85@1.10

Clear, 38/40 mm. 1.05@1.35

Clear, 40/44 mm. 1.30@1.65

Clear, 44 mm./up. 1.95@2.50

Not clear, 44 mm./dn. 75@.85

Not clear, 40 mm./up. 85@.95

Beef weansards: (Each)

No. 1, 24 in./up. 14@17

No. 1, 22 in./up. 10@15

Beef middles: (Per set)

Ex. wide, 2½ in./up. 3.50@3.70

Spec. wide, 2½-2½ in. 2.55@2.70

Spec. med., 1½-2½ in. 1.50@1.60

Narrow, 1½ in./dn. 1.05@1.15

Beef bung caps: (Each)

Clear, 5 in./up. 34@40

Clear, 4½-5 inch

Clear, 4-4½ inch

Clear, 3½-4 inch

Not clear, 4½ inch/up. 15@16

Beef bladders, salted (Each)

7½ inch/up, inflated.. 18

6½-7½ inch, inflated.. 15

5½-6½ inch, inflated.. 13

Pork casings: (Per hank)

29 mm. down

29/32 mm. 4.50@4.65

32/35 mm. 3.65@3.80

35/38 mm. 3.25@3.40

38/44 mm. 3.05@3.15

CURING MATERIALS

Nitrate of soda, in 400-lb. Cwt.

bbl., del. or f.o.b. Chgo. \$1.98

Pure refined gran. nitrate of soda

5.65

Pure refined powdered nitrate of soda

8.65

Salt, paper sacked, f.o.b. Chgo., gran. carlotti, ton. 30.50

Rock salt in 100-lb. bags, f.o.b. whse. Chgo. 28.50

Sugar:

Raw, 96 basis, f.o.b. N. Y. 5.50

Refined standard cane gran. basis (Chgo.) 8.70

Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%

8.55

Dextrose:

Cereose, regular

7.31

Ex-warehouse, Chicago 7.46

000 lbs. for the month of February.

The increase in the total for other meat at 6,000,000 lbs. compared with last year's February gain of 1,000,000 lbs. and the average increase of 4,000,000 lbs. Veal stocks at 9,825,000 lbs. compared with 11,913,000 lbs. at the close of January, 15,947,000 lbs. a year earlier, and the average of 16,084,000 lbs.

Lamb and mutton inventories down to 4,311,000 lbs. on February 28, were among the smallest on record for the date and sharply below a year ago and the average. Canned meat inventories of 67,639,000 lbs. compared with 59,209,000, 72,315,000 and 59,872,000 lbs., respectively, for the other dates and the average.

State Meat Inspection In 90 Oregon Plants; 23 Exempt

Ninety Oregon slaughterhouses are now under the new state meat inspection program, two of which are horse slaughter plants, the state agriculture department has announced. City of Portland inspection covers three plants and federal inspection operates in ten establishments, including one horse plant.

The state department of agriculture has granted exemption certificates to 23 custom slaughter operations. The two remaining slaughter plants in the state are operating under area exemption, which means they are so isolated that inspection costs would be excessive and that their sales are restricted to the immediate vicinity in which the plants are located.

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

March 18, 1958

WHOLESALE FRESH MEATS CARCASS BEEF

Steers, gen. range	(carlots, lb.)
Prime, 700/800	None quoted
Choice, 500/600	47n
Choice, 600/700	46 @47
Choice, 700/800	46 @47
Good, 500/600	45n
Good, 600/700	44 1/2 @45
Bull	36 1/2
Commercial cow	35 1/2
Canner-cutter cow	34 1/2 @35

PRIMAL BEEF CUTS

Prime:	(Lb.)
Rounds, all wts.	56 1/2
Trimmed loins,	
50/70 lbs. (lcl) ... 1.00 @1.15	
Square chuck,	
70/90 lbs. (lcl) ... 45	
Arm chucks, 80/100 ... 43	
Ribs, 25/35 (lcl) ... 85 @86	
Briskets (lcl) ... 39 @39 1/2	
Navels, No. 1 ... 22	
Flanks, rough No. 1, 21 @21 1/2	

Choice:	
Hindqtrs., 5/800	53 1/2
Foreqtrs., 5/800	40 1/2
Rounds, 70/90	54
Tr. loins, 50/70 (lcl) 72	68 2
Sq. chucks, 70/90 ... 45	
Ribs, 25/35 (lcl) ... 58 @62	
Briskets (lcl) ... 39 @39 1/2	
Navels, No. 1 ... 22	
Flanks, rough No. 1, 21 @21 1/2	

Good (all wts.):

Rounds	51 @52
Sq. cut chuck	43 @45
Briskets	38 @39
Ribs	51 @54
Loins	61 @65

COW & BULL TENDERLOINS	
Fresh J/L C/C Grade	Frogs. C/L
60@63...	Cow, 3/dn. 61
80@85...	Cow, 3/4 70
85@90...	Cow, 4/5 75 @80
95@1.00...	Cow, 5/up 85 @90
95@1.00...	Bull, 5/up 85 @90

BEEF HAM SETS

Insides, 12/up. lb.	57
Outsides, 8/up. lb.	53
Knuckles, 7 1/2/up. lb.	57

CARCASS MUTTON

Choice, 70/down, lb.	27 1/2
Good, 70/down, lb.	25 1/2
n-nominal. b-bid. a-asked.	

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles FRESH BEEF (Carcass): Mar. 18	San Francisco Carcasses: Mar. 18	No. Portland Mar. 18
STEER:			
Choice:			
500-600 lbs.	\$48.00 @50.00	\$48.00 @50.00	\$48.00 @49.00
600-700 lbs.	47.00 @48.00	47.00 @49.00	47.00 @48.00
Good:			
500-600 lbs.	46.00 @48.00	46.00 @47.00	46.00 @47.50
600-700 lbs.	45.00 @47.00	45.00 @46.00	45.00 @46.50
Standard:			
350-600 lbs.	44.00 @46.00	41.00 @43.00	43.00 @46.00
COW:			
Standard, all wts.	None quoted	40.00 @41.00	None quoted
Commercial, all wts.	38.00 @40.00	39.00 @40.00	40.00 @43.00
Utility, all wts.	37.00 @39.00	37.00 @39.00	39.00 @42.00
Canner-Cutter	32.00 @37.00	35.00 @37.00	37.00 @40.00
Bull, util. & com't	40.00 @42.00	40.00 @42.00	43.00 @45.00
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	51.00 @54.00	49.00 @51.00	50.00 @53.00
Good:			
200 lbs. down	48.00 @52.00	48.00 @50.00	45.00 @52.00
LAMB (Carcass):			
Prime:			
45-55 lbs.	47.00 @50.00	None quoted	49.00 @51.00
55-65 lbs.	44.00 @48.00	None quoted	46.00 @50.00
Choice:			
45-55 lbs.	47.00 @50.00	47.00 @52.00	49.00 @51.00
55-65 lbs.	44.00 @48.00	45.00 @48.00	45.00 @50.00
Good, all wts.	43.00 @48.00	45.00 @50.00	46.00 @50.00
MUTTON (Ewe):			
Choice, 70 lbs./down	24.00 @28.00	28.00 @30.00	28.00 @30.00
Good, 70 lbs./down	24.00 @28.00	25.00 @28.00	28.00 @30.00

CHICAGO

March 18, 1958

BEF PRODUCTS

(Frozen, carlots, lb.)	
Tongues, No. 1, 100's...	31 1/2
Tongues, No. 2, 100's...	25
Hearts, regular, 100's...	27
Livers, regular, 35/50's, 81	@32
Livers, selected, 35/50's...	40
Lips, scalded, 100's...	16
Lips, unscalded, 100's...	14 1/2
Tripe, scalded, 100's...	10
Tripe, cooked, 100's...	10n
Melts, 100's...	9 1/2
Lungs, 100's...	9 1/2
Udders, 100's...	5 1/4

FANCY MEATS

(lcl prices)

(Western, ewt.)

Steer:

(Western, ewt.)

Prime, carc., 6/700 \$53.00 @55.50

Prime, carc., 7/800 \$52.00 @54.00

Choice, carc., 6/700 \$47.50 @49.00

Choice, carc., 7/800 \$46.50 @47.50

Good, carc., 6/700 \$44.00 @46.00

Good, carc., 7/800 \$43.00 @45.00

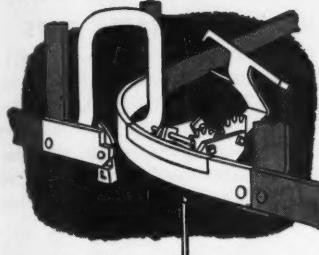
Hinds., pr., 6/700 \$63.00 @64.00

Hinds., pr., 7/800 \$62.00 @64.00

Hinds., gd., 6/700 \$51.00 @56.00

Hinds., gd., 7/800 \$47.00 @50.00

Le Fiell All-Steel Gear-Operated Switch



For Trouble-Free Switching

Here's a rugged track switch you can really depend on. Won't break, needs no maintenance. Assures a smoothly operating track system—no more shutdowns, no more expensive time lost for annoying track breakdowns.

The safe gear-operated feature gives you positive control, as the switch is fully "closed" or fully "opened."

Easy to add to your present track system, the Le Fiell all-steel switch comes as completely assembled unit, including curve, ready to bolt in place. All joints are made of track hangers for accurate alignment with adjoining rail. Saves three-fourths installation time.

Available in all types for $\frac{3}{8}$ " or $\frac{1}{2}$ " x $2\frac{1}{2}$ ", $\frac{1}{2}$ " x 3" or 1-15/16" round rail.

Write:
Le Fiell
Company
1471 Fairfax Ave., San Francisco, Calif.

(Lb.)
1
1.14
46
23
2
cwt.)

City
51.00@51.00
51.00@55.00
18.00@33.00
17.00@49.00
51.00@54.00
30.00@35.00
46.00@32.00
15.00@47.00
38.00@50.00
49.00@51.00
37.00@50.00

Western
49.00@51.00
48.00@49.00
46.00@48.00
48.00@51.00
36.00@48.00
44.00@46.00
44.00@47.00
43.00@46.00

OFF
Western
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51.00@54.00
43.00@48.00
43.00@48.00
40.00@44.00
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THE NATIONAL PROVISIONER, MARCH 22, 1958

Our good turn for you...

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COTTON SAUSAGE BAGS
OF ALL TYPES!

PORK AND LARD . . . Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, March 19, 1958)

SKINNED HAMS

F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
50%	10/12	50n	6/8
48@49	12/14	48	8/10
48@48½	14/16	47½@48%	10/12
48%	16/18	48	36½@37
48	18/20	48	36%@36
48	20/22	34%	16/18
45	22/24	33n	18/20
44	24/26	Gr. Am., fros., fresh	D.S. clear
42½	25/30	28n	18/20
41½	25/up, 2's in.	28	20/25
41½	25/up, 2's in.	26½	25@25½
41½	25/up, 2's in.	23	30/35
41½	25/up, 2's in.	23	35/40
41½	25/up, 2's in.	21½	24½n

PICNICS

F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
31	4/6	31	31
30@30½	6/8	30½	30½
28½n	8/10	28½n	28½n
28½n	10/12	28½n	28½n
27½n	12/14	27½n	27½n
27½n	8/up, 2's in.	27½	27½

FAT BACKS

Frozen or fresh	Cured	Frozen or fresh	Cured
9½n	6/8	10½n	10½n
10n	8/10	11	11
11½n	10/12	12½	12½
12½n	12/14	13%	13%
13n	14/16	14	14
14%	16/18	15%	15%
14%	18/20	15%	15%
14%	20/25	15%	15%

n—nominal, b—bid, a—asked.

LARD FUTURES PRICES

NOTE: Add ¼¢ to all price quotations ending in 2 or 7.

FRIDAY, MARCH 14, 1958

Open	High	Low	Close
Mar. 12.57	12.65	12.52	12.60
May 12.17	12.25	12.15	12.22
			.20
July 12.07	12.15	12.05	12.15
Sept. 11.97	11.97	11.97	11.97
Oct. 11.70	11.80	11.80	11.80

Sales: 3,920,000 lbs.

Open interest at close Thurs., Mar. 13; Mar. 22, May 401, July 298, Sept. 64, and Oct. 39 lots.

MONDAY, MARCH 17, 1958

Mar.	12.60	12.90	12.57	12.72
				.90
May 12.25	12.40	12.25	12.37	
	.30			
July 12.15	12.30	12.15	12.25	
Sept. 12.05	12.07	12.05	12.05	
Oct. .....	.....	.....	11.87b	

Sales: 7,640,000 lbs.

Open interest at close Fri., Mar. 14; Mar. 21, May 398, July 295, Sept. 64, and Oct. 39 lots.

TUESDAY, MARCH 18, 1958

May	12.40	12.40	12.27	12.30b
July 12.20	12.20	12.15	12.15	
Sept. 12.00	12.00	11.95	11.95	
Oct. 11.85	11.85	11.80	11.80	

Sales: 2,520,000 lbs.

Open interest at close Mon., Mar. 17; Mar. 18, May 417, July 286, Sept. 64, and Oct. 39 lots.

WEDNESDAY, MARCH 19, 1958

May	12.25	12.35	12.20	12.22
	.20			
July 12.15	12.17	12.12	12.15	
Sept. 11.95	12.00	11.95	12.00	
Oct. 11.75	11.80	11.75	11.80	

Sales: 2,240,000 lbs.

Open interest at close Tues., Mar. 18; May 429, July 286, Sept. 65, and Oct. 40 lots.

THURSDAY, MARCH 20, 1958

May	12.30	12.32	12.15	12.22
July 12.10	12.12	12.00	12.07b	
Sept. 11.95	11.95	11.82	11.87	
Oct. 11.77	11.77	11.62	11.67a	

Sales: 2,750,000 lbs.

Open interest at close Wed., Mar. 19; May 426, July 286, Sept. 65, and Oct. 40 lots.

BELLIES

Frozen	Frozen	Frozen
37½n	6/8	37½n
37½b	8/10	37½
37%	10/12	37½
36½@37	12/14	36%@37
36	14/16	35%@36
34%	16/18	34%
33n	18/20	32½n

FRESH PORK CUTS

Job Lot

Car Lot

Job Lot	Car Lot
50@51.. Loins, 12/dn.	48%
48½@48.. Loins, 12/16	47½
46@47.. Loins, 16/20	46
43½@44.. Loins, 20/up	43%
45@46.. Butts, 4/8	42½
38@39.. Butts, 8/12	37
37@38.. Butts, 8/up	37
44@45.. Ribs, 3/dn.	43%
38... Ribs, 3/5	37½
28... Ribs, 5/up	27

OTHER CELLAR CUTS

Frozen or fresh	Cured
23... Square Jowls	ung.
18@18½% Jowl Butts, Loose	18n
18@18½% Jowl Butts, Boxed	ung.

CHGO. FRESH PORK AND PORK PRODUCTS

March 18, 1958

(l.c.l. lb.)

Hams, skinned, 10/12	51
Hams, skinned, 14/16	49½
Picnics, 4/6 lbs.	31½
Picnics, 6/8 lbs.	31½
Pork loins, boneless	70 @75
Shoulders, 16/dn. loose.	37
(Job lots, 1b.)	
Pork livers	16 @16%
Tenderloins, fresh, 10's.	78 @80
Neck bones, bbls.	19
Ears, 30's	18
Feet, sc. bbls.	15 @17%

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers in job lots only)

Pork trimmings, 40% lean, barrels	24
Pork trimmings, 50% lean, barrels	25 @25½
Pork trimmings, 80% lean, barrels	39½ @40½
Pork trimmings, 95% lean, barrels	45
Pork head meat	28
Pork cheek meat, barrels	38 @38½

PACKERS' WHOLESALE LARD PRICES

P. S. or D. R.	Dry rend.	Dry ref. in
Refined lard, cubes, f.o.b. Chicago	15.50	\$15.50
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	15.00	\$15.00
Kettle rendered, 50-lb. tins, f.o.b. Chicago	16.50	\$16.50
Leaf, kettle rendered tapers, f.o.b. Chicago	17.25	\$17.25
Lard fishes, f.o.b. Chicago	17.25	\$17.25
Nutral tapers, f.o.b. Chicago	17.25	\$17.25
Standard shortening, N. & S. (del.)	21.75	\$21.75
Hydro. shortening, N. & S.	22.25	\$22.25
WEEK'S LARD PRICES		
P. S. or D. R.	cash	tins
Refined lard, tapers (Open (Bd. Trade) Mkt.)	14.	14.00
Mar. 14. 12.60n	11.75n	14.00n
Mar. 17-12.75n	11.75a	14.00n
Mar. 18. 12.55n	11.50a	13.75n
Mar. 19. 12.57½n	11.42½n	13.75n
Mar. 20. 12.50n	11.50n	13.75n

HOG MARGINS TAKE SIZEABLE CUTS

(Chicago costs, credits and realizations for Monday and Tuesday)

Hog prices, soaring at a rate that markups in pork were not able to match, resulted in sharp cut-backs in cut-out margins this week. The plus margins on light hogs were reduced after last week's small gain, while the minus results on the two heavier classes were further depressed

—180-220 lbs.— —220-240 lbs.— —240-270 lbs.—

Value per cwt. Value per cwt. Value per cwt.

cwt. fin. alive yield cwt. fin. alive yield cwt. fin. alive yield

Lean cuts \$14.50 | \$20.73 | \$13.79 | \$19.24 | \$13.61 | \$19.24 |

Fat cuts, lard 6.35 | 9.07 | 6.40 | 9.01 | 5.99 | 9.01 |

Ribs, trimms., etc. 2.53 | 3.65 | 2.39 | 3.35 | 2.18 | 3.35 |

Cost of hogs \$21.60 | | | | \$21.60 | |

Condemnation loss10 | | | | .10 | |

Handling, overhead 1.65 | | | | 1.50 | |

TOTAL COST 22.94 | | | | 23.20 | |

TOTAL VALUE 23.44 | | | | 22.58 | |

Cutting margin +\$1.50 | +\$1.76 | -\$6.62 | -\$8.44 | -\$1.07 | -\$1.46 |

Margin last week75 | 1.07 | .23 | .31 | .56 | .33 |

PACIFIC COAST WHOLESALE PORK PRICES

Los Angeles Mar. 18 San Francisco Mar. 18 No. Portland Mar. 18

FRESH PORK (Carcass) (Packer style) (Shipper style) (Shipper style)

80-120 lbs., U.S. No. 1-3. None quoted \$36.00@38.00 None quoted

120-180 lbs., U.S. No. 1-3. \$35.00@36.50 \$34.00@36.00

FRESH PORK CUTS, No. 1:

LOINS:

8-10 lbs. \$52.00@57.00 \$58.00@60.00 | \$56.00@60.00 |

10-12 lbs. \$52.00@57.00 \$60.00@62.00 | \$57.00@62.00 |

12-16 lbs. \$52.00@57.00 \$66.00@60.00 | \$60.00@62.00 |

PICNICS: (Smoked) (Smoked) (Smoked)

4- 8 lbs. \$35.00@39.00 \$36.00@40.00 | \$38.00@41.00 |

HAMS:

12-16 lbs. \$56.00@59.00 \$58.00@62.00 | \$57.00@63.00 |

16-18 lbs. \$5

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CORNED BEEF
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 BA
 UE PORK . . . SWISSETTE . . . PIZZABURGER . . . BACON . . . BREAKFAST B

SOTTABURG . FARMERS . . . PEPPERONI . . . STEAK
 ER . . . POTTED MEAT . . . ANTONITA . . . PARTIE . . . HESSE . . . RANK . . . HO

ATCHUP . . . BARBECUE SAUCE . . . MAYONNAISE . . . POLISH
 FEET & SOUR . . . BACON . . . VIRGINIA HAM . . . LIVER LOAF . . . DANISH RE

S . . . CHICKEN ROLL . . . PICKLED ROLL . . . BEEF ROLL . . . HICKORY SMOKE . . . SW,

IAL . . . POLERMA . . . VINO . . . HAMMETTE . . . BLOOD . . . BOCKWURST . . . MILWAUKE

CAF . . . SPANISH . SOUP MIX . . . RO
 GERMAN . BOLOGNA . . . RO

AF . . . MC . . . AM . . . SARLIC . . . GENC
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BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, March 19, 1958

BLOOD

Unground, per unit of ammonia, bulk 8.00@8.25n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose:
Low test 8.50n
Med. test 8.25n
High test 8.25n

PACKINGHOUSE FEEDS

Carlots, ton
50% meat, bone scraps, bagged \$105.00@110.00
50% meat, bone scraps, bulk 102.50@107.50
60% digester tankage, bagged 105.00@115.00
60% digester tankage, bulk 102.50@110.00
80% blood meal, bagged 110.00@105.00
Steam bone meal, bagged (specially prepared) 90.00
60% steam bone meal, bagged 85.00@ 90.00n

FERTILIZER MATERIALS

Feather tankage, ground per unit ammonia 15.25@5.50
Hoof meal, per unit ammonia 15.75@6.00n

DRY RENDERED TANKAGE

Low test, per unit prot 1.85@1.90n
Med. test, per unit prot 1.80@1.85n
High test, per unit prot 1.80@1.85n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton 25.00
Cattle jaws, feet (non-gel.), ton 11.00@15.00
Trim bone, ton 14.00@10.00
Pigskin (gelatine), cwt 6.25@ 7.00
Pigskins, (rendering), piece 15@25

ANIMAL HAIR

Winter coil dried, per ton *40.00
Summer coil dried, per ton *25.00@30.00
Cattle switches, per piece 3@4
Winter processed (Nov.-March) gray, lb. 9n
Summer processed (April-Oct.) gray, lb. 5@6n

*Delivered, f.c.a.f. East, n—nominal, a—asked.

TALLOWS and GREASES

Tuesday, March 18, 1958

The inedible tallow market in the Midwest was quiet generally, as both buyers and sellers more or less took to the sidelines. Only a few tanks of bleachable tallow sold at 8c, c.a.f. Chicago. Bleachable fancy tallow was bid at 8½c, c.a.f. East, and buying interest on choice white grease, all hog, was apparent at 9@9½c, same destination; sellers asked 9½c on the latter. Edible tallow was offered at 12c, Chicago, and at 11½@11¾c, f.o.b. River points.

The market on Monday of the new week was extremely quiet as to sales. Some buying inquiry was noticeable on a basis of 8c, c.a.f. Chicago, on bleachable fancy tallow, with offerings held fractionally higher. Special tallow and B-white grease were bid at 7½c, and yellow grease at 7@7½c, c.a.f. Chicago. Bleachable fancy tallow was bid at 8½@8½c, delivered New York, and product considered. The same material was held fractionally higher. The edible tallow market was quiet, and some material was offered at 11c, f.o.b. River, and at 11¾c, Chicago. Buying inquiry was fractionally lower.

ket was inclined to easiness, with product offered at 11c, f.o.b. River, and at 11¾c, Chicago.

On Tuesday the inedible market was firm, and buying inquiry was at steady levels, with sellers asking fractionally higher. Bleachable fancy tallow was bid at 8c, c.a.f. Chicago, but was held at 8½@8½c. Reports were that some material moved at 8½c, c.a.f. Chicago, but confirmation was lacking. Prime tallow was bid at 7¾c, special tallow and B-white grease at 7½c, also c.a.f. Chicago. Yellow grease was bid at 7½c, c.a.f. Avondale, and at 7¾@7½c, c.a.f. New York. Special tallow was bid at 8c, c.a.f. Avondale, and c.a.f. East.

Choice white grease, all hog, was available at 9½c, delivered New York, with bids at 9c. Bleachable fancy tallow was bid at 8½c, c.a.f. Avondale, and at 8½@8½c, c.a.f. New York. Original fancy tallow was offered at 8½c, c.a.f. East, or c.a.f. Avondale. The edible tallow market was quiet, and some material was offered at 11c, f.o.b. River, and at 11¾c, Chicago. Buying inquiry was fractionally lower.

TALLOWS: Tuesday's quotations:

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P.O. Box 2218, Brooklyn Station
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HIDES AND SKINS

edible tallow, 11c, f.o.b. River, and 11½c, Chicago basis; original fancy tallow, 8½c; bleachable fancy tallow, 8c; prime tallow, 7½c; special tallow, 7½c; No. 1 tallow, 7½c; and No. 2 tallow, 6½c.

CREASES: Tuesday's quotations: choice white grease, not all hog, 8c; B-white grease, 7½c; yellow grease, 7@7½c; house grease, 6½c; and brown grease, 6½@6½c. Choice white grease, all hog, was quoted at 9½c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Mar. 19, 1958

Dried blood was quoted today at \$7@\$7.25 per unit of ammonia. Low test wet rendered tankage was listed at \$7.25@\$7.50 per unit of ammonia and dry rendered tankage was priced at \$1.65 per unit of protein.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, MAR. 14, 1958

	Open	High	Low	Close	Prev. close
Mar.	15.15b	15.38	15.27	15.31	15.20b
May	15.44	15.58	15.44	15.57	15.40
July	15.49	15.60	15.48	15.59	15.43
Sept.	15.10b	15.32	15.19	15.30	15.10b
Oct.	14.95b	15.08	15.04	15.04	14.95b
Dec.	14.95b	15.00	15.00	15.03b	14.90b
Jan.	14.95b	15.00	15.00	15.00n	14.90n
Mar.	14.95b	15.00	14.95b	14.90b	

Sales: 207 lots.

MONDAY, MAR. 17, 1958

	Open	High	Low	Close	Prev. close
May	15.64	15.95	15.60	15.95	15.57
July	15.55b	15.98	15.65	15.98	15.59
Sept.	15.25b	15.55	15.35	15.58b	15.30
Oct.	15.05b	15.35	15.18	15.35	15.04
Dec.	15.00b	15.26	15.15	15.38b	15.03b
Jan.	15.00b	15.20	15.15	15.33n	15.00n
Mar.	14.95b	15.30	15.20	15.30	14.95b

Sales: 380 lots.

TUESDAY, MAR. 18, 1958

	Open	High	Low	Close	Prev. close
May	15.96	15.95	15.75	15.79b	15.95
July	15.92	15.92	15.77	15.81	15.98
Sept.	15.55	15.55	15.45	15.55b	15.58b
Oct.	15.15b	15.30	15.28	15.34b	15.35
Dec.	15.20b	15.26	15.15	15.30b	15.33b
Jan.	15.20b	15.26	15.20	15.30n	15.33n
Mar.	15.15b	15.20	15.15	15.20b	15.30

Sales: 201 lots.

WEDNESDAY, MAR. 19, 1958

	Open	High	Low	Close	Prev. close
May	15.78	15.89	15.71	15.81	17.70b
July	15.78	15.91	15.74	15.82	15.81
Sept.	15.40b	15.59	15.48	15.63	15.55b
Oct.	15.18b	15.36	15.25	15.26	15.34b
Dec.	15.15b	15.35	15.22	15.22b	15.30b
Jan.	15.15b	15.35	15.22	15.20n	15.30n
Mar.	15.15b	15.35	15.22	15.20b	15.20b

Sales: 163 lots.

VEGETABLE OILS

Wednesday, March 19, 1958

	Crude cottonseed oil, f.o.b.	
Valley	13½n	
Southeast	13½	
Texas	13½	
Corn oil in tanks, f.o.b. mills	14	
Soybean oil, f.o.b. Decatur	11½a	
Peanut oil, f.o.b. mills	16½n	
Olive oil, f.o.b. Pacific Coast	15%	
Cottonseed foots		
Midwest and West Coast	1% @ 1%	
East	1% @ 1%	

OLEOMARGARINE

Wednesday, March 19, 1958

White dom. vegetable (30-lb cartons)	27
Yellow quarters (30-lb cartons)	28
Milk churned pastry (750 lbs., 30's) 24½@26	
Water churned pastry (750 lbs., 30's) 23½@25	
Bakers drums, ton lots	21½

OLEO OILS

Wednesday, March 19, 1958

Prime oleo stearine (slack barrels) ...	12½
Extra oleo oil (drums) 18½@18½	
Prime oleo oil (drums) 18@18½	

n—nominal, a—asked, b—bid, pd—paid.

Trading on big packer hides comparatively light up to midweek at generally steady prices—No significant price changes on small packer and country hides—Limited action on calfskins and kipskins at firm prices—Sheepskins also steady with last week.

CHICAGO

PACKER HIDES: Upwards of 35,000 hides sold this week, all selections selling at prices steady with last week, with most trading taking place on Monday and Tuesday. Sales during the week, all steady, included heavy native steers at 9c for Rivers and at 9½c for Northerns, light native steers at 15½c for Rivers, 7½c and 7c respectively, for butt-branded and Colorados. Heavy native cows were listed at 11c for Rivers and branded cows at 9½c for Rivers.

Compared with last year, hides varied unevenly, with wider price ranges more in evidence. Heavy Northern calfskins were sharply lower than a year ago.

SMALL PACKER AND COUNTRY HIDES: Small packer hide prices remained nominally unchanged with last week's established levels. The 60-lb. average was quoted at 9c nominal, and the 50-lb. at 12c nominal. Calfskins, all weights, were quoted at 29c nominal, as were kipskins, all weights, at 25c. These selections averaged much in line with quotations a year ago.

CALFSKINS AND KIPSKINS: The market was relatively quiet on these selections. Northern calfskins, 10/15's, were listed at 42½c and the 10/downs at 40c. Northern kipskins were quoted nominally at 35c on the 15/25's and at 33c on the 25/30's.

SHEEPSKINS: The sheepskin market was quiet with prices holding steady. No. 1 shearlings sold at 1.60@2.75, No. 2's at 1.25@1.70, and No. 3's at .60@.90. Fall clips ranged from 2.25@3.50, and dry pelts were quoted at .21@.22 nominal, in light trading.

Cold Storage Hide Stocks

Hides and pelts moved out of cold storage in moderate volume during February. Volume fell to 88,830,000 lbs. by the close of the month from closing January inventories of 92,800,000 lbs. Hide stocks on February 28, 1957 totaled 100,149,000 lbs. with the five-year average for the date, 78,428,000 lbs.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Wednesday, Mar. 19, 1958	Cor. date 1957
Lgt. native steers	15½@16n	15
Hvy. nat. steers	9@9½	9½
Ex. lgt. nat. steers	13½@19n	13½
Butt-brand. steers	7½	8½
Colorado steers	7	8
Hvy. Texas steers	7½n	8½
Light Texas steers	11½n	11½
Ex. lgt. Texas steers	15½n	15½
Heavy native cows	11½@11½n	10½
Light nat. cows	14@17n	15@16½
Branded cows	9½@10½n	9@10
Native bulls	7½n	8
Branded bulls	6½n	7
Calfskins:		
Northerns, 10/15 lbs.	42½n 45	47½
60 lbs./down	40n	37½
Kips, Northern native		
15/25 lbs.	35n	31½

SMALL PACKER HIDES

STEERS AND COWS:	9n	9n
60 lbs. and over	9n	9n
50 lbs.	12n	11½n

SMALL PACKER SKINS

CALFSKINS, all wts.	29n	28	Q30
Kipskins, all wts.	25n	22	Q24

SHEEPSKINS

Packer shearlings:	No. 1	1.60@2.75	2.00@2.50
Dry Pelts		21@22n	22n
Horsehides, untrim.		7.75@8.25n	8.50@9.00

N. Y. HIDE FUTURES

FRIDAY, MAR. 14, 1958	Open	High	Low	Close
Apr.	12.77b	12.65	12.78	12.70b-9n
July	13.10	13.10	13.04	13.04
Oct.	13.33			13.25b-8n
Jan.				13.30n

MONDAY, MAR. 17, 1958

	Open	High	Low	Close
Apr.	12.50b	12.65	12.65	12.60b-7n
July	12.95b	12.95	12.92	12.92
Oct.	13.15b	13.28	13.28	13.23b-8n
Jan.				13.30n

TUESDAY, MAR. 18, 1958

	Open	High	Low	Close
Apr.	12.55b	12.52	12.40	12.49
July	12.85b	12.90	12.85	12.80b-10n
Oct.	13.10b			13.10b-10n
Jan.				13.15n

SHEEPSKINS

Sales: ten lots.	July	13.15b	13.23	13.20	13.20b-2n
Dates: seven lots.	July	13.25b	13.30	13.30	13.25b-2n
Oct.	13.45b				13.45b-6n
Jan.	13.65b				13.75b-6n
Apr.	14.10				13.95b-14n
Sales: two lots.	July	13.18b	13.35	13.35	13.35b-4n
Oct.	13.35b	13.45	13.45	13.45b-4n	
Jan.	13.54b	13.80	13.80	13.78b-6n	
Apr.	13.90b				13.82b-6n

WEDNESDAY, MAR. 19, 1958

	Open	High	Low	Close
Apr.	12.40b	12.60	12.58	12.58b-6n
July	12.75b	12.95	12.92	12.92
Oct.	13.00b			13.14b-6n
Jan.				13.19n

SHEEPSKINS

Sales: six lots.	July	13.25b	13.45	13.45	13.25b-6n
Dates: five lots.	July	13.45b	13.55	13.55	13.55b-6n
Oct.	13.50b				13.50b-6n
Jan.	13.65b				13.65b-6n
Apr.	13.75b				13.85b-6n

THURSDAY, MAR. 20, 1958

	Open	High	Low	Close

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LIVESTOCK MARKETS...Weekly Review

February Slaughter Of Livestock Down From January, 1957

Slaughter of livestock under federal inspection in February was down on all classes of meat animals from both the month before and for February last year. In fact, long-time lows were the rule. Cattle slaughter was the smallest for the month since 1954, calf kill the smallest since 1953, hog kill the smallest since 1954 and that of sheep and lambs the smallest since the year 1951.

Cattle slaughter, down by about 321,000 head since January, numbered 1,308,695 head in February, and was about 179,000 head smaller than the 1,487,560 butchered in February last year. Slaughter of cattle for the first two months of the year at 2,938,255 head was about 401,000 head smaller than last year.

Slaughter of calves declined to 467,991 head from 546,952 in January and compared with the February 1957 kill of 549,635 head. Slaughter of the young stock for the year at 1,014,943 head compared with 1,206,251 last year.

Hog slaughter in a seasonal decline, numbered 4,452,619 head in February compared with 5,531,175 in January and 4,984,823 in February 1957. Slaughter of hogs for the year at 9,983,794 head represented about a 7 per cent drop from last year's count of 10,639,388 head.

February slaughter of sheep and lambs at 940,291 head was the smallest for the month in seven years. Butchering of the animals at 2,001,165 was down by about 423,000 head from last year's 2,423,853 for

the first two months. It also represented the smallest sheep kill for a January-February period since 1951.

FEDERALLY INSPECTED SLAUGHTER

	1958	1957
January	1,629,560	1,851,362
February	1,308,695	1,487,560
March	1,513,798	1,496,691
April	1,685,396	1,685,396
May	1,585,392	1,759,134
June	1,226,015	1,227,897
July	1,327,307	1,800,946
August	1,515,425	1,473,882
September		
October		
November		
December		

CALVES

	1958	1957
January	546,952	656,816
February	467,991	549,635
March	632,494	612,558
April	579,519	579,519
May	534,866	534,866
June	595,771	615,082
July	687,775	742,307
August	697,767	569,468
September		
October		
November		
December		

HOGS

	1958	1957
January	5,531,175	5,654,565
February	4,452,619	4,984,823
March	5,380,056	5,300,139
April	4,883,753	3,993,885
May	4,184,883	4,184,883
June	4,418,124	5,059,926
July	6,093,775	5,505,486
August		
September		
October		
November		
December		

SHEEP

	1958	1957
January	1,060,874	1,336,283
February	940,291	1,090,570
March	1,011,489	
April	1,060,814	
May	1,132,669	
June	1,043,927	
July	1,200,161	
August	1,111,079	
September	1,104,325	
October	1,209,856	
November	987,687	
December	978,193	

JANUARY-FEBRUARY TOTALS

	1958	1957
Cattle	2,938,255	3,388,922
Calves	1,041,943	1,206,251
Hogs	9,983,794	10,639,388
Sheep	2,001,165	2,423,853

Livestock Costs to Packers in Jan. Generally Above 1957

Packers operating under federal inspection in January found prices on all livestock considerably higher than in the same month of 1957.

Average cost of cattle for January at 21.17 was 31 per cent higher than in 1957; calves at \$21.96 cost 31 per cent more than in 1957; hogs at \$18.89 had 108 per cent of the 1957 value, and sheep and lambs averaging \$22.85 cost 22 per cent more per cwt. than in January, 1957.

The 1,630,000 cattle, 547,000 calves, 5,531,000 hogs and 1,061,000 sheep and lambs slaughtered in January had dressed yields of:

	Jan. 1958	Jan. 1957
1,000 lbs.	1,000 lbs.	1,000 lbs.
Beef	933,700	1,033,574
Veal	64,360	79,124
Pork (carcass, wt.)	1,000,222	1,022,600
Lamb and mutton	52,305	64,751
Totals	2,050,587	2,199,048
Pork excl. lard	736,659	754,416
Lard production	193,392	198,353
Rendered pork fat	8,965	9,005

Average live weights in Jan. were:

	Jan. 1958	Jan. 1957
All cattle	1,032.4	1,011.3
Steers ^a	1,060.2	1,044.9
Heifers ^a	906.0	905.2
Cows	1,040.1	1,012.8
Calves	211.9	214.1
Hogs	236.2	234.2
Sheep and lambs	102.1	100.2

Dressing yields per 100 lbs. live weight for Jan. 1958-57 were:

	Jan. 1958	Jan. 1957
Per cent	Per cent	Per cent
Cattle	55.7	55.4
Calves	55.9	56.0
Hogs ^b	76.7	76.6
Sheep and lambs	48.5	48.6
Lard, per cwt., lbs.	14.8	14.7
Lard, per hog, lbs.	35.0	34.5

Average dressed weights of livestock compared as follows (lbs.):

	Jan. 1958	Jan. 1957
Cattle	575.0	560.3
Calves	118.5	119.9
Hogs	181.2	181.2
Sheep and lambs	49.5	48.7

^aIncluded in cattle.

^bSubtract 7.0 to get packer style average.

Carlots



DRESSED BEEF

BONELESS MEATS AND CUTS

OFFAL

SUPERIOR PACKING CO.
CHICAGO
ST. PAUL

Barrel Lots

GEO. S. HESS

R. Q. (PETE) LINE

INDIANAPOLIS HOG MARKET

HESS-LINE CO.

HOG ORDER BUYERS EXCLUSIVELY

TELEPHONE MELROSE 7-5481

HESS-LINE CO.

EXCHANGE BLDG. INDIANAPOLIS STOCK YARDS
INDIANAPOLIS 21, IND.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, March 15, 1958, as reported to the NATIONAL PROVISIONER:

CHICAGO

Armour, 9,247 hogs; shippers, 8,145 hogs; and others, 18,136 hogs.

Totals: 18,352 cattle, 449 calves, 35,528 hogs and 3,058 sheep.

KANSAS CITY

Cattle Calves Hogs Sheep

Armour ..	1,578	190	1,315	707
Swift ..	2,191	303	3,029	1,153
Wilson ..	1,484	..	3,921	..
Butchers ..	4,480	13	864	190
Others ..	214	..	2,554	2,402
Totals ..	9,936	506	11,673	4,452

OMAHA

Cattle & Calves Hogs Sheep

Armour ..	4,983	5,584	1,973
Cudahy ..	3,279	4,781	2,919
Swift ..	8,717	4,981	3,082
Wilson ..	3,205	3,408	2,226
Neb. Beef ..	608	..	..
Am. Stores ..	1,098	..	..
Cornhusker ..	1,255	..	..
R. & C. ..	590	..	..
Gr. Omaha ..	720	..	..
Rothschild ..	1,340	..	..
Roth ..	1,017	..	..
Kingan ..	917	..	..
Omaha ..	405	..	..
Union ..	1,302	..	..
Others ..	902	9,566	..
Totals ..	25,433	28,220	10,200

N. S. YARDS

Cattle Calves Hogs Sheep

Armour ..	2,189	345	11,944	585
Swift ..	2,581	802	11,765	1,344
Hunter ..	634	..	3,987	..
Hell ..	..	..	1,357	..
Krey ..	..	..	2,802	..
Totals ..	5,204	1,147	31,855	1,929

ST. JOSEPH

Cattle Calves Hogs Sheep

Swift ..	2,746	139	10,909	2,899
Armour ..	2,455	54	7,487	1,106
Seitz ..	763	..	..	..
Others ..	3,782	..	2,448	..
Totals ..	9,746	193	20,844	4,005

*Do not include 898 cattle, 15 calves, 1,795 hogs and 1,070 sheep direct to packers.

SIOUX CITY

Cattle Calves Hogs Sheep

Armour ..	2,471	..	2,896	2,060
Swift ..	2,810	..	3,307	1,397
S. C. Dr. ..	..	..	..	..
Beef ..	4,620	..	..	..
S. C. Dr. ..	Pork ..	..	..	5,360
Raskin ..	854	..	..	..
Butchers ..	276	..	..	..
Others ..	9,349	36	11,806	1,066
Totals ..	19,780	36	23,372	4,503

WICHITA

Cattle Calves Hogs Sheep

Cudahy ..	839	80	2,335	..
Dunn ..	128	..	..	..
Dold ..	156	..	517	..
Excel ..	874	..	..	..
Armour ..	38	..	..	393
Swift ..	..	..	..	233
Others ..	883	..	44	417
Totals ..	2,918	80	2,896	1,043

OKLAHOMA CITY

Cattle Calves Hogs Sheep

Armour ..	702	8	1,006	551
Wilson ..	1,158	45	591	789
Others ..	1,836	16	507	..
Totals ..	3,696	69	2,104	1,840

*Do not include 818 cattle, 139 calves, 8,028 hogs and 563 sheep direct to packers.

LOS ANGELES

Cattle Calves Hogs Sheep

Cudahy ..	..	2	157	..
Swift ..	58	..	..	..
Wilson ..	36	..	..	..
Ideal ..	679	1	..	..
Atlas ..	516	..	..	..
United ..	321	..	341	..
Com'l ..	322	..	..	..
Goldring ..	335	..	..	..
Coast ..	315	..	139	..
Gr. West ..	262	..	..	..
Star ..	217	..	..	..
Klubnikin ..	190	119	..	..
Salter ..	143	..	..	..
Others ..	1,098	142	409	..
Totals ..	4,492	264	1,046	..

DENVER				
	Cattle	Calves	Hogs	Sheep
Armour ..	418	..	8,525	..
Swift ..	942	26	2,855	6,275
Cudahy ..	753	12	4,154	74
Wilson ..	839	..	..	5,831
Others ..	11,951	54	2,182	350
Totals ..	14,898	92	9,191	16,055

CINCINNATI				
	Cattle	Calves	Hogs	Sheep
Gall ..	195	25	..	256
Schlaefer ..	3,253	700	10,850	249
Others ..	..	..	..	..
Totals ..	3,448	815	10,950	505

ST. PAUL				
	Cattle	Calves	Hogs	Sheep
Armour ..	5,044	1,746	12,022	1,708
Bartsch ..	1,054	..	..	..
Birkfin ..	..	27	..	..
Superior ..	1,520	..	..	..
Swift ..	5,125	2,430	17,612	1,720
Others ..	3,317	3,544	10,403	1,785
Totals ..	16,840	7,756	40,037	5,213

FORT WORTH				
	Cattle	Calves	Hogs	Sheep
Armour ..	336	256	866	4,355
Swift ..	717	325	694	5,189
Rosenthal ..	134	2	3	157
Totals ..	1,187	583	1,563	9,701

TOTAL PACKER PURCHASES

Week ended	Same week	Prev. week
Mar. 15	week	1957
Cattle ..	135,959	126,013
Hogs ..	219,279	233,608
Sheep ..	62,004	65,255

CORN BELT DIRECT TRADING

Des Moines, Mar. 19—Prices on hogs at 13 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

Barrows, gilts, U.S. No. 1-3:
180/200 lbs. \$20.00@21.90
200/220 lbs. 21.00@22.00
220/240 lbs. 20.60@21.80
240/270 lbs. 20.00@21.30
270/300 lbs. 19.25@20.65

Sows, U.S. No. 1-3:
270/330 lbs. 19.00@20.15
330/400 lbs. 18.35@19.65
400/500 lbs. 17.35@19.15

Corn Belt hog receipts, as reported by the USDA:

This week	Last week	Last year
est.	actual	actual
Mar. 13	50,000	64,000
Mar. 14	33,000	49,000
Mar. 15	29,000	20,000
Mar. 16	55,800	70,500
Mar. 17	56,500	58,500
Mar. 18	56,500	73,000
Mar. 19	50,000	54,000

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Mar. 19 were as follows:

CATTLE:	Owt.
Steers, choice ..	\$28.00@30.00
Steers, gd. & ch. ..	25.90@28.00
Heifers, gd. & ch. ..	24.50@27.00
Cows, util. & com'l. ..	17.00@19.50
Cows, can. & cut. ..	13.00@18.00
Bulls, util. & com'l. ..	19.50@22.50
Bulls, cutter ..	16.00@19.50

VEALERS:

Choice & prime 30.00@31.50

Good & choice 24.50@31.00

Calves, good None qtd.

HOGS: U.S. No. 1-3:

140/160 lbs. 18.00@19.50

160/180 lbs. 19.50@21.75

180/200 lbs. 21.75@22.35

200/220 lbs. 21.75@22.50

220/240 lbs. 21.75@22.35

240/270 lbs. 21.25@22.00

270/300 lbs. 21.00@21.23

Sows, U.S. No. 1-3:

180/230 lbs. 18.50@20.50

330/450 lbs. 18.50@20.00

LAMBS:

Good & choice 21.50@22.50

Utility & good 18.00@21.50

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Mar. 15, 1958 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	12,648	11,497	54,206	83,886
Baltimore, Philadelphia ..	7,876	1,290	31,186	4,022
Cin., Cleve., Detroit, Indpls.	18,094	7,623	116,245	11,277
Chicago Area	21,265	5,491	49,942	3,924
St. Paul-Wis. Areas ²	76,825	25,898	89,848	11,408
St. Louis Area ³	10,866	1,022	2,279	4,322
Sioux City-So. Dak. Area ⁴	17,647	..	61,042	13,226
Kansas City	29,913	3,063	68,887	5,651
Memphis, Evansville, Nashville	25,870	13,285	242,444	28,000
Memphis	..	..	..	..
Georgia-Alabama Area ⁵	4,374	..	..	..
St. Joseph, Wichita, Okla. City	16,211	1,362	44,879	7,462
Ft. Worth, Dallas, San Antonio	7,788	4,070	18,228	4,870
Portland, Ogden, Salt Lake City	17,052	300	15,082	2,988
Los Angeles, San Fran. Areas ⁶	20,102	3,442	25,172	3,038
Portland, Seattle, Spokane	5,738	300	13,405	3,027
Grand totals	260,052	87,921	1,018,533	206,460
Total same week 1957	296,055	105,966	1,10,601	209,230

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Dubuque, Dubuque, Esterville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan, and Montgomery, Ala., Albany, Atlanta, Moultrie, Thomasville and Tifton, Ga. ⁸Includes Los Angeles, San Francisco, So. Cal., San Jose and Vallejo, Calif.

*Includes Canadian government quality premium not included.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs, and lambs at 11 leading markets in Canada during the week ended Mar. 8 compared with the same week in 1957 was reported to the Provisioner by the Canadian Department of Agriculture as follows:

GOOD STEERS	VEAL CALVES	HOGS ¹		LAMBS ²
		Grade B ³	Dressed	
Stockyards	Weights	1958	1957	Handyweights
		1958	1957	1958
Toronto	\$21.86	\$18.50	\$20.50	\$24.31
Montreal	21.85	19.50	26.55	28.10
Winnipeg	21.75	17.24	27.64	27.25
Calgary	20.85	16.99	23.55	20.97
Edmonton	19.30	16.25	22.00	20.65
Lethbridge				

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the number of livestock slaughtered at 18 centers for the week ended March 15 1958, compared:

CATTLE

	Week ended	Prev. week	Mar. 15 week
Chicago	18,352	20,134	20,620
Kan. City	10,464	8,563	14,149
Omaha*	23,713	23,992	28,326
N. S. Yards†	6,351	6,684	9,512
St. Joseph‡	10,284	10,029	10,133
Sioux City†	11,298	11,527	13,028
Wichita*‡	2,506	2,221	3,054
New York & Jer. City†	12,648	12,677	13,187
Oklahoma City	4,722	4,902	8,681
Cincinnati‡	3,431	3,364	4,551
Denver‡	16,216	11,183	20,865
St. Paul‡	13,532	13,270	16,404
Milwaukee‡	5,224	4,923	5,565
Totals	138,745	133,469	174,895

HOGS

	Chicago	10,383	29,565	25,233
Kan. City	11,673	12,487	13,308	
Omaha*‡	40,574	42,683	46,088	
N. S. Yards‡	31,855	29,987	52,526	
St. Joseph‡	20,191	26,176	20,676	
Sioux City†	28,077	26,890	16,648	
Wichita*‡	13,141	11,892	3,634	
New York & Jer. City	54,210	60,525		
Oklahoma City	10,153	10,923	13,986	
Cincinnati‡	10,209	11,440	11,845	
Denver‡	8,837	10,184	9,192	
St. Paul‡	29,634	37,350	35,759	
Milwaukee‡	4,302	4,481	5,118	
Totals	290,310	308,228	314,511	

SHEEP

	Chicago	3,058	2,782	3,511
Kan. City	4,452	6,592	3,802	
Omaha*‡	10,576	10,016	10,184	
N. S. Yards‡	1,929	2,392	2,665	
St. Joseph‡	4,558	5,300	6,539	
Sioux City†	2,557	2,226	2,307	
Wichita*‡	1,188	1,874		
New York & Jer. City	33,836	34,444	36,440	
Oklahoma City	1,903	2,082	6,776	
Cincinnati‡	391	66	195	
Denver‡	18,277	18,847	17,685	
St. Paul‡	3,428	3,679	4,531	
Milwaukee‡	713	214	811	
Totals	85,678	89,848	97,330	

*Cattle and calves.
†Federally Inspected slaughter, including directs.
‡Stockyards sales for local slaughter. Stockyards receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter of livestock in Canada for week ended March 8:

	Week ended	Same week
Mar 8	1957	

CATTLE

	Western Canada	15,547	17,111
Eastern Canada	16,497	16,950	

HOGS

	Western Canada	48,198	39,359
Eastern Canada	54,874	54,533	

SHEEP

	Western Canada	3,812	4,283
Eastern Canada	2,468	3,192	

TOTALS

	103,072	93,802
All hog carcasses graded	111,478	102,020

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st. New York market for week ended Mar. 15:

	Cattle	Calves	Hogs	Sheep
Salable	99	20	...	
Total (incl. directs)	2,478	81	16,354	8,243
Prev. wk.	Salable	241	35	...
Total (incl. directs)	2,949	166	17,446	8,345

*Including hogs at 31st street.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mar. 13	1,528	132	9,937	601
Mar. 14	1,406	101	6,946	172
Mar. 15	1,104	1	4,417	47
Mar. 16	17,15,598	227	8,817	1,114
Mar. 18	6,000	200	8,500	1,500
Mar. 19	19,13,000	200	8,000	3,000

*Week so far

Wk. ago. 33,783

Yr. ago. 45,722

*Including 30 cattle and 3,855 hogs direct to packers.

SHIPMENTS

	Mar. 13	2,794	20	858	218
Mar. 14	1,004	122	1,981	255	
Mar. 15	63	...	187	120	
Mar. 17	5,195	...	2,488	453	
Mar. 18	4,000	...	1,500	400	
Mar. 19	6,000	200	1,000	800	

Week so far

Wk. ago. 16,187

Yr. ago. 18,790

*Including 15,195 cattle and 1,633 hogs.

MARCH RECEIPTS

	1958	1957
Cattle	112,724	124,881
Calves	2,278	3,892
Hogs	123,219	119,025
Sheep	19,168	24,801

MARCH SHIPMENTS

	1958	1957
Cattle	55,757	59,285
Hogs	21,063	20,085
Sheep	10,908	10,126

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Mar. 19:

	Week ended	Week ended
Mar. 19	19	Mar. 12

Packers' purch. ... 25,706

Shippers' purch. ... 7,865

Totals 33,571

36,066

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Mar. 14, with comparisons:

	Cattle	Hogs	Sheep
Week to date	229,000	383,000	112,000

Previous week

Week wk.

1957 217,000

399,000

111,000

Total 267,000

396,000

132,000

Totals 2,565,000

4,397,000

1,313,000

Totals 1957 2,848,000

4,798,000

1,662,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended March 14:

	Cattle	Calves	Hogs	Sheep
Los Ang.	4,360	390	1,140	115

N. P. Island

1,675 350

1,250 875

San Fran.

300 35 425 190

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Wednesday, Mar. 19 were as follows:

Cattle

Steers, choice None quoted

Steers, gd. & ch. 25.00@27.50

Steers, stand. & gd. 21.00@24.50

Heifers, gd. & ch. 23.00@26.00

Cows, util. & com'l. 17.50@19.00

Cows, util. & cut. 14.00@17.00

Bulls, util. & com'l. 19.50@21.50

HOGS, U.S. No. 1-3:

160/150 lbs. None quoted

180/200 lbs. 21.75@22.00

200/220 lbs. 21.75@22.25

220/240 lbs. 21.75@22.00

240/270 lbs. None quoted

Sows, U.S. No. 1-3:

240/260 lbs. 21.00@21.50

300/400 lbs. 19.00@19.50

LAMBS:

Choice & prime.... None quoted

Utility & good.... None quoted

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Mar. 18 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N. S. Yds.	Chicago	Kansas City	Omaha	St. Paul
HOGS:					

U.S. No. 1-3:

120-140 lbs. \$18.00-19.50

140-160 lbs. 19.00-20.25

160-180 lbs. 20.00-21.50

180-200 lbs. 21.25-22.00

200-220 lbs. 21.50-22.00

220-240 lbs. 21.25-22.25

240-270 lbs. 21.00-21.75

270-300 lbs. 20.75-21.25

300-330 lbs. 20.25-20.85

330-360 lbs. 20.00-20.75

Medium: 160-220 lbs. 19.50-20.25

Large: 180-230 lbs. 19.50-20.75

Very Large: 200-250 lbs. 19.50-20.75

Barrows & Gilts: U.S. No. 1-3:

18-20 lbs. 19.75-20.00

21-23 lbs. 19.75-20.00

24-26 lbs. 19.75-20.00

27-29 lbs. 19.75-20.00

30-32 lbs. 19.75-20.00

Better-Tasting, Juicier Hot Dogs



The best-tasting hot dogs are made with non-fat dry milk.

Nonfat dry milk improves flavor, color, texture, and eating quality of hot dogs.

It increases nutrition and sales appeal, too.

Nonfat dry milk gives you top-quality hot dogs at minimum cost. Write for free handbook of formulas and suggestions.

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POSITION WANTED

TOP EXECUTIVE

ASSISTANT TO PRESIDENT: Or as general manager. Broad experience in managing large and small plants. Capable of taking full administrative and profit responsibility of livestock buying, processing, and sales. Write for detailed resume to Box W-113, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PACKINGHOUSE MANAGER

28 years' practical experience in all phases of packinghouse management and operations. Livestock buying through sales. Have the know-how to give you efficient, profitable results. W-114, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

AVAILABLE IMMEDIATELY: Sales Manager-top level salesman. Well and favorably known among the buyers of boneless beef and beef cuts throughout the United States. Many years traveling experience calling personally on this class of trade. W-125, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERVISOR: 30 years' experience—kill, cut, cure, smoking, sausage, beef fabrication. Will relocate. References. Very capable. W-104, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT: 30 years' experience in all departments. Will consider position as pork kill or cut foreman. Will relocate anywhere. W-105, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF GRADING

Are you getting the full width of the grade? 25 years AMI, beef sales, grade control results. W-124, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: 30 years' experience in federal and state inspected houses. Now available. W-125, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

ASSISTANT TO PRESIDENT: Desire position as assistant to president. Have had wide experience in every phase of packinghouse operations, including killing of all species, packaging, rendering, sausage, smoked meats, application of new equipment for cost reduction. Engineering and layout, handling labor. Now employed by large independent packer. Desire to change. Personal. Can explain. W-100, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT: Hog kill, cut, beef kill, hog casings, rendering and other departments. W-115, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

RENDERING PLANT MANAGER: With 16 years of production, procurement experience. 40 years old. W-138, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

A LARGE MOTOR CARRIER: Operating New York-Philadelphia-Baltimore-Washington territory, desires salesman to develop perishable freight in and out of the Baltimore-Washington area. Motor carrier experience is not necessary if applicant is known in the industry that ships meat or meat products, dairy products, fish and fish products. Good opportunity for the proper person. Reply giving background and salary desired. W-126, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BROKER: Established Chicago brokerage firm has opening for an experienced beef trader. Replies will be kept strictly confidential. W-128, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HOG CUT FOREMAN: Thoroughly experienced man required for progressive Ohio packer. Must have a good knowledge of cutting methods and cut-out yields. W-130, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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Mr. R. Webb

J. K. LAUDENLAGER COMPANY INC.
616 West York Street Philadelphia 33, Pa.

NIGHT SHIPPING DEPARTMENT FOREMAN
Thoroughly experienced man for independent mid-west packer. Supervising packing, shipping, routing and loading trucks, 250,000 pounds daily. Full knowledge of all jobs and ability to handle men essential. Give age, experience and reference in first letter. W-116, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Strong young man from Boston area who is willing to drive tractor trailer and has some experience in beef fats. Will act as buyer of beef fats, pick up same and deliver outside of state. Reply to Box W-117, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

KILL FLOOR WORKING FOREMAN
Position available for applicant experienced in all phases of "ON RAIL" beef kill. Located in Philadelphia area. Send resume to Box W-127, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT FOREMAN

Kill floor foreman experienced on beef and related beef kill operations. Expanding packinghouse located in Cleveland area. Send resume, photo and salary requirements to Box W-107, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SALESMAN: Wanted to sell sausages and smoked meats in Chicago area. Send complete resume including age. All replies strictly confidential. W-118, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

THE NATIONAL PROVISIONER, MARCH 22, 1958

CLASSIFIED ADVERTISING

HELP WANTED

SEASONING SALESMAN

To work in the midwest area. Home base preferably in Chicago. Excellent opportunity for the right party. Selling experience not entirely essential; knowledge of the meat industry, of course, is. We will train you. This position offers all the securities described and it is with a well-established organization. Replies held in strict confidence. W-137, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED: Pork and provision man wanted by Chicago brokerage firm. Must be experienced in the brokerage business. Replies confidential. W-129, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANTS FOR SALE

FOR SALE OR LEASE

Meat Packing Plant located at Decatur, Ala. in the heart of the Tennessee Valley. Complete killing and processing equipment including Atmos smoke houses. Five refrigerated delivery trucks. Supplies on hand to begin immediate operation. Over 9000 hogs purchased on our yards last year. Weekly cattle sales in territory over 3000 head. Write F. W. Osborn, Box 251, Decatur, Ala., or phone Elgin 3-6495 or Elgin 3-8952, Decatur, Ala.

FOR SALE: Modern completely equipped meat plant, 35' x 80'. Cement block construction, cork insulation, 10 years old. 10' x 25' tracked cooler, 18' x 40' zero room, 30' x 35' no refrigeration. Located 75 miles south of Chicago. Suitable for sausage manufacture, branch house, retail or processing. Open field for ham and bacon curing, frozen food storage, etc. All equipment in A-1 condition ready to go. FS-136, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WHOLESALE-RETAIL: Butchering building and business for sale. Includes all modern equipment plus new freezers. Building is modern and well located 20 miles south of Valparaiso, Indiana. Price \$27,500.00 with \$5,000.00 down. Write: BALDWIN REALTY, 6721 Calumet Avenue, Hammond, Indiana.

PACKING HOUSE FOR SALE: Retail market in front of plant, large modern killing floor, smoke house, 2 coolers, new 29 H.P. boiler. Doing a nice business. Must sell because of health. Small down payment and long terms. Write HERBERT L. JACKSON, R. R. #4, Frankfort, Indiana.

MODERNLY EQUIPPED: 50' x 65' meat plant for restaurant supply, branch house, portion control, retail, etc. Tracked cooler 26' x 50'. Freezer 50,000 lb. capacity. Retail store 25' x 65'.

GANT MEAT SUPPLY
1966 W. Dixie Hwy. North Miami, Florida

PLANT FOR RENT

SMALL PACKING PLANT: Fully equipped, including sausage kitchen. Located in central Pennsylvania. FR-134, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EQUIPMENT WANTED

WE ARE IN THE MARKET: For (400) four hundred 4x4x2 stainless steel screens. W-133, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

VOTATOR or EQUAL MACHINE: Capable of processing 10 M pounds per hour of lard. Equipment must be in good condition. Write details to W-120, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED TO BUY: Used or rebuilt Ty Linker or FANCO Sausage Linking machine. PORKO PORK COMPANY, 3462-9th Street, Long Island City, N. Y.

WANTED: Griffith smokehouse—either gas or electric. Call or write FRED S. DICK, c/o Dick & Co., 700 N. Niles Ave., South Bend 22, Ind.

EQUIPMENT FOR SALE

ANDERSON EXPELLERS

★ All Models, Rebuilt, Guaranteed
We Lease Expellers
PITTOCK & ASSOCIATES, Glen Riddle, Penna.

FOR SALE: One Needham Patty machine, make hamburg patties, etc. Sells for \$495.00. Was used approximately 6 times. Can be bought for \$250.00. In very good condition. FS-131, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE:
A—12½ x 14½ York Ammonia Compressor
B—International UD 14 Diesel Electric Generating set.
C—Dismantled hog killing setup.

FS-135, THE NATIONAL PROVISIONER
15 W. Huron St. Chicago 10, Ill.

FOR SALE: Two (2) Wiener stuffing scales. Get accuracy in your wiener weights. In perfect condition. TYPE G 20 EXACT WEIGHT, \$200.00 each. Contact Marhoefer Packing Company, Inc., Muncie, Indiana

200# RANDALL STUFFER with valves in A-1 condition. Inquire: KRESS PACKING CO., INC., P.O. Box 204, Waterloo, Wisconsin

FOR SALE: 3 "BOSS" choppers, each with 12 stainless steel "J" knives and 100 H.P. motor. THE E. KAHN'S SONS CO., 3241 Spring Grove Ave., Cincinnati 25, Ohio.

MISCELLANEOUS

WANTED: HORSERADISH GRATER
FOR SALE: Complete rendering plant.

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PHELPS, NEW YORK

I WANT TO SELL: Frozen cow and bull meat—lean. Contact Mr. MORRIS CRAIN, Danville, Kentucky. Phone Danville 1942

CASINGS WANTED: All kinds, first, second and third qualities wanted for export. W-132, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

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WANTS TO BUY FROZEN BEEF LIVERS

Regular and select. Direct offers for carloads, indicating shipment. Address Box W-111, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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We offer a Complete Line of Code Daters and Name Markers—Automatic for conveyor Lines and Wrapping Machines—also Power-driven Coders for Bacon Boards and other Boards used in the Meat Packing Industry.

Write for details on a specific problem

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BARLIANT'S WEEKLY SPECIALS

Sausage & Bacon

993—CHUB WASHER: Oakland Prods. Co. mfd. "C" ser. #1010, 1 yr. old, w/labeler. \$3,750.00
994—CONVEYOR TABLE: Globe, 30' x 5' 4½" x 34" high stainless top, mfr. & controls. \$2,500.00
9803—BACON FORMING PRESS: Anco #800, 7½ HP., push button controls & safety levers. \$2,975.00
9354—HYDRAULIC SLICER: Anco #832, for lunch meat, latest style. \$2,750.00

9907—FROZEN MEAT CUTTER: GMC deluxe mfd. 516, all stainless steel, 3 HP. motor. \$2,875.00

9862—SAUSAGE COOKERS: (3) semi-stainless, 9" high, 6½" deep, 5 3/8" wide, w/Wesco Pump, overhead Sprays, Temp. Indicators. \$750.00

9966—CURING MACHINE: Boss "Permeator" late model, little used, A-1 condition. \$1,425.00

9967—VACUUM MIXER: Buffalo #3, 700 lb. cap., stainless steel bowl, 7½ HP. motor. \$825.00

9710—SILENT CUTTER: Buffalo #45-B, 500# self-emptying, 10-knives, 40 HP. motor. \$1,750.00

9319—SILENT CUTTER: Buffalo #38-B, 175 lb. cap., 15 HP., extra knives, record, excel. cond. \$650.00

9758—STUFFER: Anco 500#, w/values. \$1,175.00

8823—STUFFER: Boss 400# cap., reconditioned, w/ valves, new gaskets, A-1 condition. \$700.00

9983—STUFFER: Buffalo 200#, air piping. \$775.00

9165—STUFFER: Globe 200#, with stuffing valves & air piping, ready to be placed in operation. \$725.00

9488—GRINDER: Boss, with brand new Buffalo 448 Heavy Duty bowl & worm, 8½" plates, 25 HP. motor, excellent condition. \$1,000.00

9945—GRINDER: Anco #768, 8½" plates, less 40 HP. motor. \$825.00

9985—GRINDER: Anco 762A, 7½" plates, 20 HP. motor, Herringbone Gear drive. \$875.00

9838—LOAF MOULDS: (200) Globe Hoy #56-5, stainless steel, with covers, 10" x 4¾" x 4¾" ea. \$7.50

9662—HAM MOULDS: (835) Globe Hoy, stainless steel, with covers, like new springs, excel. cond.: 100—#108, 8 lbs., 11" x 5½" x 4½" ea. \$13.75

300—#112, 11 lbs., 11" x 6" x 5½" ea. \$13.75

135—#113, 10 lbs., 12" x 5½" x 5¼" ea. \$13.75

250—#114, 12 lbs., 12" x 6¼" x 5½" ea. \$13.75

50—#116, 15 lbs., 12¾" x 6½" x 5½" ea. \$13.75

9753—HAM MOULDS: (176) Adelmann Ham Boiler Corp., stainless steel, with covers: 81—#0-2-G, 12" x 5½" x 5½" ea. \$13.50

30—#6-0-E, 12¾" x 6¼" x 5½" ea. \$13.50

65—#2-0-E, 12" x 4¾" x 5½" ea. \$13.50

9937—LOAF MOULDS: (178) stainless steel, 4" x 4" x 24", with covers ea. \$13.50

Rendering & Lard

9901—HYDRAULIC PRESS: French Oil, 300 ton cap., w/steam pump, recently overhauled. \$2,950.00

9867—LARD VOTATOR: Girdler Jr. model, first class condition. \$2,450.00

9945—COOKER: 5' x 16', built for internal pressure, A.S.M.E. coded. Bids requested

9451—COOKER: French Oil Mill, #7246, 4" x 9' 15 HP. motor. \$1,050.00

9944—BLOOD DRYERS: (4) 5' x 16', with 40 HP. mfr. & starter, A.S.M.E. coded. Bids requested

9947—HAMMERMILL: Jeffrey, 20" x 12½" throat opening, 15 HP. motor. \$625.00

9858—HASHER-WASHER: Boss #727, 10" cyl., new shaft & bearings. \$725.00

9734—FILTER PRESS: Sperry 24" x 24", recessed plate, top corner feed open delivery. \$500.00

Miscellaneous

9942—PACKAGE BOILER: Cyclotherm Steam Generator, type 17500B-86-23, A.S.M.E. coded, 17-250# steam per hour, W.P. 125#, installed 1954, with condensate return system, controls, etc., like new, A-1 condition. \$15,000.00

9941—PACKAGE BOILER: Cleaver-Brooks Steam Generator, oil fired, uses #6 oil, 100# max. W.P., 150 HP., model OB-15, A.S.M.E. coded, can be converted to gas, complete w/condensate return system, pre-heater, controls, valves, \$3,500.00

9947—UTILITY TRUCKS: (55) similar St. John #271, galv., inside 50" x 28" x 18" deep, 14" RT Aer-O-Seal wheels, 6" RT swivel, excel. cond. ea. \$45.00

SPECIAL OFFERINGS!

BENCH SCALES—Toledo late models, long & short columns, 30—50—125—200—250—500—800 lb. capacities, with and without tare beams, stainless steel pans, all reconditioned, priced for quick sale. Write for prices and full descriptions.

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WAsh 2-5550

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FAST—dissolves quickly, eliminates mixing and need for stock solutions.

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VERSATILE—can be used in comminuted products and curing pickle.

QUICK DELIVERY—from the Takamine warehouse nearest you.

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LOOK better
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CLIFTON, NEW JERSEY

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The firms listed here are in partnership with you. The products and equipment they manufacture and the services they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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